

GRAIN & FEED JOURNALS

CONSOLIDATED

LXXVIII. No. 4

Chicago, Ill., U. S. A., February 24, 1937

Price \$2.00 Per Year. 25 Cents Per Copy

A Merger of Grain Dealers Journal, American Elevator & Grain Trade, Grain World and Price Current-Grain Reporter

Concrete Foundation of Quaker Oats Elevator A, Cedar Rapids, Ia., Poured in 1905

[For description see page 157]



Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

HAVING YOUR name in this directory will introduce you to many old and new firms during the year, whom you do not know or could not meet in any other way. Many new concerns are looking for connections, seeking an outlet or an inlet, possibly in your territory. It is certain that they turn to this recognized Directory, and act upon the suggestions it gives them. The cost is only \$10 per year.

AMARILLO, TEXAS

Grain Exchange Members

J. N. Beasley Elevator Co., Inc., grain and seeds.*
Burrus Panhandle Elevators, public storage-mdsing.
Great West Mill & Elevator Co., millers, grain dealers.
Henneman Grain & Seed Co., seeds and grain.*
Kearns Grain & Seed Co., grain-field seeds.*
Stone, Lester, grain merchant.

BALTIMORE, MD.

Chamber of Commerce Members

Beer & Co., Inc., E. H., grain, hay, seeds.*

BUFFALO, N. Y.

Corn Exchange Members

American Elvtr. & Grain Div., recrs., shprs., consmts.*
Cargill, Incorporated, grain merchants.
McConnell, E. E., consignments, brokerage.*
Lewis Grain Corporation, consignments.
McKillen, Inc., J. G., consignments.
Provost, S. E., grain and feed broker.*
Wood Grain Corp., consignments, brokerage.*

BURLINGTON, IOWA.

Member Chicago Board of Trade

Bartlett-Frazier Co., grain merchants.*

CAIRO, ILL.

Board of Trade Members

Thistlewood & Co., grain and hay.*

CEDAR RAPIDS, IOWA

Federal-North Iowa Grain Co., country run grain.*
Piper Grain & Mfg. Co., receivers and shippers.
Wilder Grain Co., grain merchants.*

CHICAGO, ILL.

Board of Trade Members

Bailey & Co., E. W., grain commission merchants.*
Bennett & Co., Jas. E., grain, provisions, stocks.*
Bartlett-Frazier Co., grain merchants.*
Dole & Co., J. H., recvrs.-comm. mchts.*
Harris, Burrows & Hicks, grain & prov., futures.*
Holt & Co., Lowell, commission, grain and seeds.
Hulburd, Warren & Chandler, grain commission mchts.*
Lamson Bros. & Co., grain, stocks, provisions.*
Norris Grain Co., grain merchants.*
Quaker Oats Co., grain merchants.

CLEVELAND, OHIO

The Bailey Grain Co., shpr. grain, mill'd, oil, c.s. meal*
The Cleveland Grain Co., home office.*

COLUMBUS, OHIO

Cummings & McAlister, brokers grain, feed, oil.*
Dill Grain Co., L. J., shippers grain-feed.
Maney, M. R., grain and feed broker.

CINCINNATI, OHIO

The Early & Daniel Co., grain and feed service.*

DALLAS, TEXAS

Crouch Grain Co., J. C., buyers wheat, corn, oats.*

DECATUR, ILL.

Baldwin Elevator Co., grain merchants.*
Evans Elevator Co., grain, Chicago B. of T. Members.*
Hight Elevator Co., grain merchants.*

DENVER, COLO.

Grain Exchange Members

Ady & Crowe Merc. Co., The, recvrs. shprs., consignmts.*
Houlton Grain Co., grain merchants.*
Intermountain Elevator Co., recvrs. shprs. consignmts.*

ENID, OKLA.

Board of Trade Members

Fenquay Grain Co., optrs. country elvtrs., gr. mdsng.*
General Grain Co., term. elvtr., gr. merchants.
Johnston, W. B., wheat, coarse grains, field seeds.*
Salina Terminal Elvtr., optrs. Southwest Term. Elvtr.

*Members Grain & Feed Dealers National Assn.

FORT DODGE, IOWA

Bulpitt Grain Co., grain merchants.*
Davis Bros. & Potter, grain shippers.*

FORT WORTH, TEXAS

Grain and Cotton Exchange Members

Bennett & Co., Jas. E., grain, stocks, provisions.
Brackett Grain Co., brokerage, consignments.*
Carter Grain Co., C. M., brokerage and consignments.*
Ft. Worth Elvts. & Whsg. Co., consignments, stge.*
Lone Star Elevators, public storage-merchandising.
Rogers Co., E. M., brokerage and consignments.*
Smith-Ingraham Grain Co., domestic-export grain.
Strader, Ralph, brokerage, consgmts., merchants.
Transit Gr. & Comm. Co., consignments-brokerage.*

GALVESTON, TEXAS

Shaw, Thomas F., grain exporter.*

GREENVILLE, OHIO

Hall Grain Co., The, wholesale grain.

HUTCHINSON, KAN.

Farmers Co-Operative Comm. Co., grain storage.
Smoot Grain Co., oper. Grain Belt Elevator.*

INDIANAPOLIS, IND.

Board of Trade Members

Cleveland Grain Co., grain commission.*

KANSAS CITY, MO.

Board of Trade Members

Davis-Noland-Merrill Grain Co., grain mchts.*
The Kansas Elevator Co., mlg. wheat, corn, oats, barley.*
Meservey-O'Sullivan Grain Co., gr. mchts. consgmts.*
Moore-Seaver Grain Co., grain receivers.*
Mid-Continent Grain Co., grain merchants-consignments.*
Scular-Bishop Grain Co., consignments.*
Vanderslice-Lynds Co., Kafir, milo, consignments.*
Wolcott & Lincoln, Inc., consignments.*

LOS ANGELES, CALIF.

Member Chicago Board of Trade

Clyde Vedder & Co., broker, grain, provisions, stocks.

LOUISVILLE, KY.

Board of Trade Members

Zorn & Co., S., receivers and shippers.*

MARYSVILLE, OHIO

Scott & Sons, O. M., soy beans.

MEMPHIS, TENN.

Merchants Exchange Members

Buxton, E. E., broker and commission merchant.*

MILWAUKEE, WIS.

Grain & Stock Exchange

Stratton Grain Co., grain merchants.*

MINNEAPOLIS, MINN.

Chamber of Commerce Members

Runge Elevator Corp., grain merchants.
Cargill, Incorporated, milling wheat.*
Hallet & Carey Co., grain merchants.
Hiawatha Grain Co., screenings.*
McGuire Company, Arthur, shprs. b'wheat, m/wh't.*
Scroggins Grain Co., grain merchants.*

OMAHA, NEBR.

Grain Exchange Members

Bartlett-Frazier Co., grain merchants.*
Bell-Trimble Co., recvrs. and shippers.*
Updike Grain Corp., receivers & shippers.*

PAXTON, ILL.

Watson Grain Co., corn & oats brokers.*

PEORIA, ILL.

Board of Trade Members

Bowen Grain Co., H. D., grain commission.*
Cole Grain Co., Geo. W., receivers and shippers.
Dewey & Sons, W. W., grain commission.*
Feltman Grain Co., C. H., grain commission.
Luke Grain Co., grain commission.*
Miles, P. B. & C. C., grain commission.*

PHILADELPHIA, PA.

Commercial Exchange Members

Markley, P. R., grain broker.*

PITTSBURGH, PA.

Members Grain and Hay Exchange

Rogers & Co., Geo. E., receivers, shippers.*

PONTIAC, ILL.

Balbach, Paul A., grain buyers, all markets.

ST. JOSEPH, MO.

Grain Exchange Members

Archer-Daniels-Midland Co., grain merchants.*
Bartlett-Frazier Co., grain merchants.*
Dannen Grain & Mfg. Co., grain mchts.-consignments.
Stratton Grain Co., grain merchants.*

ST. LOUIS, MO.

Merchants Exchange Members

Anheuser-Busch, Inc., feed grains.*
Ballard-Messmore Grain Co., consignments-futures.*
Fuller-Woodbridge Com. Co., gr. & millets all kinds.*
Langenberg Bros. Grain Co., grain commission.*
Morton & Co., grain commission.*
Mullally-Evans Co., everything in grain.*
Nanson Commission Co., grain commission.*
Schwarz Grain Co., grain dealers, consignments.*

SALINA, KANS.

Eberhardt-Simpson Grain Co., general mchts.*
Smoot Grain Co., oper. Salina Terminal Elevator.*

SAN ANTONIO, TEXAS

King Co., Douglass W., sorghums, corn, a/corn, cane sd.*

SIDNEY, OHIO

Custenbolder & Co., E. T., grain shippers.*
Wells Co., The J. E., wholesale grain.

SIOUX CITY, IOWA

Grain Exchange Members

Flanley Grain Co., also office at Omaha, Neb.*
Terminal Grain Corporation, grain merchants.*

TOLEDO, OHIO

Southworth & Co., E. L., consignments, futures.

TOPEKA, KANSAS

Derby Grain Co., gen'l grain merchants.*

VERNON, TEXAS

Martin-Lane Grain Co., wholesale grain.*

WELLINGTON, KANS.

Wolcott & Lincoln, Inc., optrs. Wellington Term. Elvtr.

WICHITA, KANS.

Board of Trade Members

Adair-Morton Grain Co., wheat, corn, oats, barley.*
Craig Grain Co., wheat specialists, consignments.
Harold-Wallis Grain Co., milling wheat specialists.
Smith-McLinden Grain Co., wheat, corn, grains, feeds.
Wallingford Grain Corp., Sam P., grain and storage.
Wichita Terminal Elvtr. Co., gen'l elvtr. business.*

WINCHESTER, IND.

Goodrich Bros. Co., wholesale grain and seeds.*

Grain & Feed Journals Consolidated, a merger of Grain Dealers Journal (Est. 1898), American Elevator & Grain Trade (Est. 1882), Grain World (Est. 1928), and Price-Current-Grain Reporter (Est. 1844). Published on the 2nd and 4th Wednesday of each month in the interest of progressive wholesalers in grain, feed, and field seed. 332 South La Salle Street, Chicago, Illinois, U.S.A. Price \$2.00 per year, 25c per copy. Entered as second class matter November 27, 1930, at the postoffice at Chicago, Ill., under the act of March 3, 1879. Vol. LXXVIII. No. 4. February 24, 1937.

Use Universal Grain Code and Reduce Your Telegraph Tolls

Grain Exchange
Members**DENVER**Grain Exchange
Members**THE ADY & CROWE MERCANTILE CO.**

Denver, Colorado

Receivers and Shippers — Grain and Beans
Consignments Solicited**THE HOULTON GRAIN CO.**Grain Merchants
DENVER, COLORADO


Upon readers patronage of its
advertisers depends the success
of Grain & Feed Journals Con-
solidated. Mention it. Thank
you.

Intermountain Elevator Company
 and FORT MORGAN MILLS, INC. DENVER, COLORADO
 Receivers, Shippers, and Elevator Operators
CONSIGNMENTS SOLICITED

Ample storage, constant stocks, and country connections enable us to give prompt,
efficient service, and dependable quality on coarse grains, and protein milling wheats.

Chamber of Commerce
Members**MINNEAPOLIS**Chamber of Commerce
Members

COAST TO COAST GRAIN SERVICE



 INCORPORATED
 Headquarters MINNEAPOLIS, MINN.
 761 Chamber of Commerce

 Country Offices
 Fairmont, Minn.
 Marshall, Minn.
 Williston, No. Dak.
 Crystal, No. Dak.
 Sioux Falls, So. Dak.
 Lincoln, Neb.

 Terminal Offices
 Duluth, Milwaukee, Chicago, Green Bay, Cedar Rapids,
 Toledo, Buffalo, Albany, New York, Boston, Omaha,
 Memphis, Kansas City, St. Louis, Portland, Spokane,
 Seattle, San Francisco, Winnipeg, Man.; Montreal, Que.

Cargill, Incorporated, Seed Division, Box 64, Minneapolis

HALLET & CAREY CO.

Grain Merchants

Minneapolis Duluth Winnipeg

When writing advertisers men-
tion Grain & Feed Journals Con-
solidated. By so doing you help
both yourself and the publication.

CIPHER CODES

We carry the following cipher codes in stock:
 Universal Grain Code, board cover...\$1.00
 Robinsons Cipher Code, leather..... 2.50
 Dowling's Grain Code..... 3.00
 Miller's Code (1917), cloth..... 2.00
 Cross Telegraphic Cipher (10th edition) 4.00
 Peerless Export Grain Code.....85.00
 A. B. C. Code, 5th Ed., with sup.....20.00
 Baltimore, Export Cable Code.....15.00
 Bentley's Complete Phrase Code.....10.00
 Riverside Flour, Improved (8th Ed.)..12.50
 Calpack Code (1923).....10.00

All prices are f. o. b. Chicago

GRAIN & FEED JOURNALS

Consolidated

332 S. La Salle St. Chicago, Ill.

WHEAT

AND ALL OTHER GRAINS

*Any Grade—Any Quantity—Any Time***BUNGE ELEVATOR CORPORATION**

MINNEAPOLIS, MINN.

Corn Exchange
Members**BUFFALO**Corn Exchange
Members**Wood Grain Corp.****CONSIGNMENTS—BROKERAGE**

BUFFALO, N. Y.

American Elevator & Grain Division

Russell Miller Milling Company

RECEIVERS, SHIPPERS AND ELEVATOR OPERATORS

CONSIGNMENTS SOLICITED

Our System of Terminal Elevators, enables us to give prompt service and reliable quality
on coarse grains, durums and protein milling wheats.

E. E. McCONNELL

Consignments — Brokerage

BUFFALO, N. Y.

Lewis Grain Corp.*A good firm to consign to*

Corn—Oats—Soft Wheat—Barley

BUFFALO

NEW YORK

J. G. McKILLEN, INC.

RECEIVERS

Consignments a Specialty

BUFFALO

NEW YORK

Board of Trade
Members**CHICAGO**Board of Trade
Members**LAMSON BROS. & CO.**

2200 Board of Trade

Established 1874

Chicago, Ill.

*"63 years of continuous service in the grain trade."*GRAIN - STOCKS
BONDS - COTTON
BUTTER - EGGS
PROVISIONS**E. W. BAILEY & CO.**

COMMISSION MERCHANTS

GRAIN, SEEDS AND PROVISIONS

1142-44 Board of Trade, CHICAGO

JAMES E. BENNETT & CO.

— ESTABLISHED 1880 —

ASK FOR BIDS
WHEAT—CORN—BARLEY
RYE—OATS—SOY BEANS

GRAIN COMMISSION MERCHANTS AND STOCK BROKERS—332 So. La Salle St., CHICAGO

MEMBERS ALL PRINCIPAL COMMODITY AND SECURITY EXCHANGES

CONSIGNMENTS AND FUTURES ORDERS SOLICITED IN ALL PRINCIPAL MARKETS

MINNEAPOLIS
Chamber of CommerceST. LOUIS
Merchants ExchangePEORIA
Board of TradeCAIRO
Board of TradeINDIANAPOLIS
Board of TradeKANSAS CITY
Board of Trade**THE QUAKER OATS COMPANY**

BUYERS OF

Oats Corn Wheat Barley

Cedar Rapids,
Ia.Ft. Dodge,
Ia.Akron,
OhioSt. Joseph,
Mo.

CHICAGO, ILLINOIS

HULBURD, WARREN & CHANDLER

GRAIN COMMISSION MERCHANTS

208 South La Salle Street, Chicago

Arthur J. Pollak, Mgr., Cash Grain Dept.

Phone State 9760

Consignments Solicited—Bids "To-Arrive"
Ask for our Shipping Prices

Say you saw it in the

JournalWhen you write our advertisers
Thanks**BARTLETT FRAZIER CO.**
GRAIN MERCHANTS

Receivers—Buyers—Shippers—Exporters

111 W. JACKSON ST., CHICAGO

Universal Grain CodeCompiled especially for use by the
Grain and Milling Trades.Reduce your telegraph tolls. Keep
your business to yourself. Prevent ex-
pensive errors.Its 146 pages contain 12,745 code
words for expressions used in the grain
trade, printed on bond paper and bound
in black flexible leather. Size 7x4 1/2
inches. Price, leather, \$2.00; paper,
\$1.00, f. o. b. Chicago.GRAIN & FEED JOURNALS
Consolidated

332 S. La Salle St., Chicago, Ill.

Ship Your Grain or Seeds and Send Your Orders to

J. H. DOLE & COMPANY

RECEIVERS and COMMISSION MERCHANTS

CHICAGO

PEORIA

ST. LOUIS

HARRIS, BURROWS & HICKS

135 South La Salle Street, CHICAGO

—

ST. PAUL

MINNEAPOLIS

NEW YORK

Members Principal Stock and Grain Exchanges

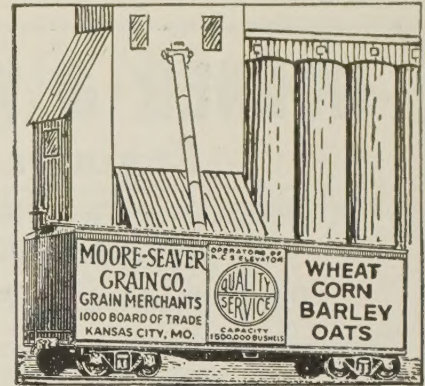
We Specialize in Hedging and Spreading Operations

Board of Trade
Members**KANSAS CITY**Board of Trade
Members**WOLCOTT & LINCOLN**Incorporated
Operating Alton Elevator
CONSIGNMENTS

Future orders executed in all markets.

801-810 Bd. of Trade, Kansas City
Hutchinson, Kans. Salina, Kans.
Wichita, Kans. Dodge City, Kans.
Marysville, Kans. Wellington, Kans.
Enid, Okla.**WANT ADS**

in the GRAIN & FEED JOURNALS Consolidated make wants known to everyone connected with the grain trade. If you desire to buy or rent, sell or lease an elevator or anything used by grain dealers, try a want ad twice a month and your want will soon be satisfied.

**RECEIVERS, SHIPPERS AND BROKERS**RECEIVERS **GRAIN** SHIPPERS

• **W. W. DEWEY & SONS** •
CONSIGN TO DEWEY
PEORIA

LANGENBERG BROS. GRAIN COMPANY

Established 1877

ST. LOUIS NEW ORLEANS

E. H. BEER & CO., INC.

Successors to
Chas. England & Co., Inc.
GRAIN—HAY—SEEDS
Commission Merchants
308-310 Chamber of Commerce, Baltimore

Geo. E. Rogers & Co.

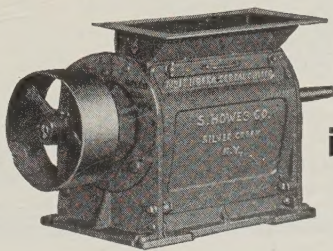
WABASH BUILDING, PITTSBURGH, PA.

RECEIVERS—SHIPPERS
GRAIN—HAY—MILLFEED—FLOUR

There is no better time to advertise than the present. Better start before your competitor. Write the JOURNAL today.

Nanson Commission Co.

Grain—Hay—Seeds
202 Merchants Exchange Bldg.
ST. LOUIS, MO.

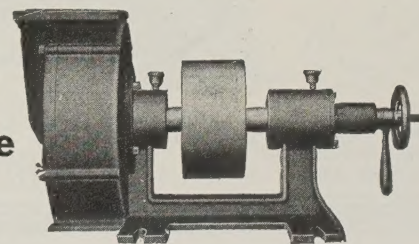
CORN CUTTERS**CORNULATOR**

it's what they save

**cut sharp
for a longer time**

It's all in the knife—cutting edge determines quality of the product, capacity and cost: length of time the knife edge continues to cut sharp is the great point in all corn cutting. Hundreds of "Eureka" customers have found the special processed knives, supplied exclusively with all "Eurekas," hold their cutting edge longer—giving prolonged periods of perfect cuts which means less power, less by-product, less waste—and less expense for sharpening knives.

Since 1856—81 years—"quality" machinery



**more 'small'
for spring feed trade**

An end—to "reduction" waste, your old spring foe that piles up losses in by-product and waste when you attempt to make more "fine" for chick starters, growing and developing, and scratch feeds. The "Eureka" Cornulator, simple, safe and wondrously efficient erases worry, eliminates trouble and cuts all costs in producing more "fine"—in corn, barley, durum wheat, rye peas, milo, kaffir and millet. A special machine for a special purpose—it pays.

S. HOWES CO., Silver Creek, N. Y.

GRAIN ELEVATOR BUILDERS

HORNER & WYATT*Engineers*Designers of Grain Elevators
and Feed Mills

Power Problems a Specialty

470 BOARD OF TRADE

KANSAS CITY, MO.

Z E L E N Y**Thermometer System***Protects Your Grain*

Estimates cheerfully given.

Write us for catalog No. 6.

Zeleny Thermometer Co.

542 S. DEARBORN ST.

CHICAGO, ILL.

**Santa Fe Elevator "A"**

Kansas City, Kans.

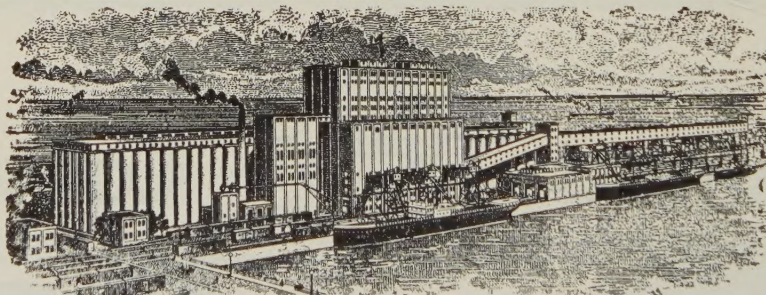
Capacity
10,500,000 Bushels**JOHN S. METCALF CO.***Grain Elevator Engineers and Constructors*

105 W. Adams St., Chicago

460 St. Helen St., Montreal

12-15 Dartmouth Street, London, England

837 W. Hastings St., Vancouver, B. C.

Capacity
5,000,000
Bushels

PENNSYLVANIA RAILROAD ELEVATOR AT BALTIMORE

*Equipped with
Four Stewart
Link-Belt
Grain Car
Unloaders*H. G. ONSTAD
PRES.-GEN MGR.
Phone Harrison 8884**JAMES STEWART CORPORATION****ENGINEERS AND CONTRACTORS**

FISHER BUILDING—343 S. DEARBORN ST., CHICAGO, ILLINOIS

L. V. HEUSER
VICE-PRES.**Jones - Hettelsater Construction Co.**

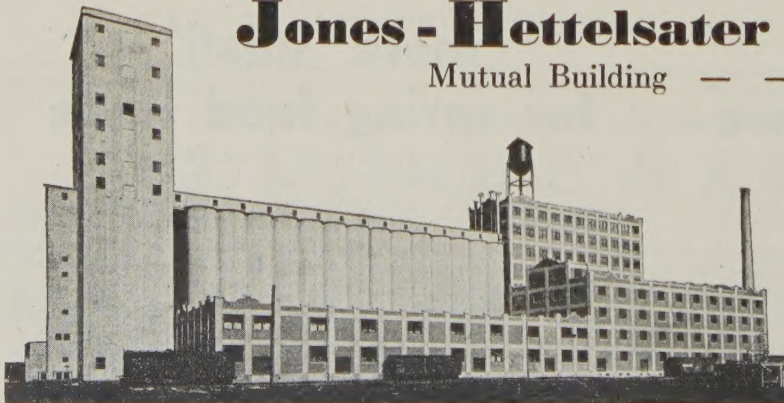
Mutual Building — — Kansas City, Mo.

*Designers and Builders***Grain Elevators****Feed and Flour Mills**Pillsbury Flour Mills Co.
Springfield, Ill.

1,000,000 bus. Elevator

8 Story Flour Mill — 4 Story Cereal Mill

2 Story Warehouse

*designed and constructed by us under a
single contract.*

GRAIN ELEVATOR BUILDERS

MACDONALD ENGINEERING CO.

San Francisco

Grain Elevators—1895 to Today
One North La Salle Street, Chicago

Toronto

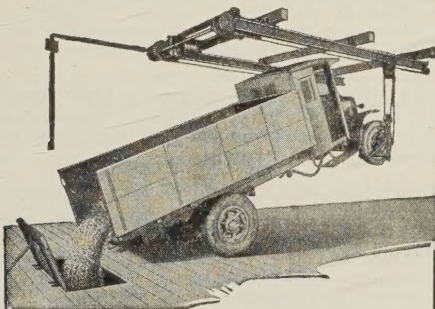
The Barnett & Record Company

DESIGNERS
Grain Elevators

MINNEAPOLIS, MINN.
Mill Buildings

BUILDERS
Industrial Plants

McMillin Truck Dump For Electrical Power



The above dump represents the outcome after years in the business of manufacturing of Truck Dumps. In the endeavor to make a dump which would fill the desires of hundreds of elevator owners, each having different ideas. This is why we can honestly say that we now have a dump that will satisfy 99% of unbiased grain elevator operators.

Consider its installation, cost, efficiency, handiness and speed.

Address

L. J. McMILLIN
525 Board of Trade Bldg.,
INDIANAPOLIS, INDIANA

WE SPECIALIZE
In Building or Modernizing Country
Elevators
VAN NESS CONSTRUCTION CO.
Grain Exchange OMAHA, NEBR.

T. E. IBBERSON CO. GRAIN ELEVATOR BUILDERS

Feed Mills Coal Plants
Repairing and Remodeling

MINNEAPOLIS MINNESOTA

YOUR ELEVATOR
can be brought up-to-date for less than
it is costing you to operate it. Ask for
our recommendations and estimates on
modernizing your plant.

Reliance Construction Co.
Board of Trade Indianapolis, Ind.

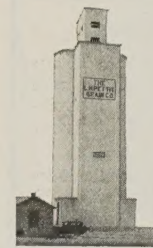
A. Clemans Construction Co.
SOUTH SOLON, OHIO
Designers and Builders
Concrete Grain Elevators, Coal Pockets,
Feed Mills

I have been a subscriber to your publication for many years and have received many valuable suggestions as well as some good advice.—Judson Co., by R. V. Judson, Detroit, Mich.

HOGENSON
Construction Co.
Designers and Builders
Elevators, Feed Mills, Warehouses
REMODELING
Corn Exchange Bldg. MINNEAPOLIS, MINN.

J. H. FISCH CO.
Elevator Builders and Movers
Barnesville, Minnesota

WE BUILD
GRAIN STORAGES
29 Years' Experience
Send us your inquiries
POLK GENUINE POLK COMPANY
Fort Branch, Indiana



**Concrete
Costs No
More**

Let us prove it.
Plans and estimates
on your needs made
cheerfully.

CHALMERS & BORTON
Designers & Builders
28 E. 1ST ST. HUTCHINSON, KAN.

**NO WISE MAN
INVESTS WITHOUT FIRST INVESTIGATING**

SOWEIGH SCALES

SUPERIOR SCALE CO. - DELAVAN, ILL.

Wanted and For Sale

The rate for advertisements in this department is 25 cents per type line each insertion

ELEVATORS FOR SALE

WELLINGTON, KANS.—10,000 bu. iron clad elevator for sale; coal bins and sheds, on Rock Island; good farming section. Farmers Elevator Co., Wellington, Kans.

NORTH CENTRAL IND.—40,000 bu. elevator, wood construction, private ground on Penn. R. R.; good grain section. Has hammer mill and mixer. Handles coal, feed, seed, fertilizer, etc. Owners retiring from grain business. Address 78C2, Grain & Feed Journals, Chicago, Ill.

IOWA—Elevator on R. I. R. R. in small town; 7 acres level land; good six-room house; two barns, 40x32 and 24x32; double corn crib, overhead granary. All buildings in A-1 condition. Price \$6,000, \$3,000 will handle and would consider cheap property as part of \$3,000. Earl O. Greenlee, Guthrie Center, Iowa.

BARGAIN IF TAKEN AT ONCE—Some one is always looking for an elevator at a good grain point and reads these ads just like you're doing now, so if you wish to dispose of your present property, enlarge your present interests, or embark in the grain business, USE these columns to your best advantage just as others are doing. WE WILL assist you in the composition of copy free. We are in business to be of service to YOU. There is no wrong time to put an ad in the columns of the Journal. TRY IT.

DAVIS BROS. & POTTER DISSOLUTION SALE

GRAIN ELEVATORS & BUSINESS

To dissolve our Company we will sell all our properties, located, Smithshire, Toulon, Camp Grove, La Rose, Washburn, Ellis, and Collison, Illinois. Weston, Manson, Sulphur Springs, Pioneer, Denhart, Iowa.

Total capacity, 1,000,000 bu. Average business for past 11½ years, 2,826,000 bu. per year. For full particulars, address—

DAVIS BROS. & POTTER

La Rose, Ill. — Peoria, Ill. — Ft. Dodge, Iowa

ELEVATORS FOR SALE

SOUTHWESTERN OHIO—25,000 bu. ironclad grain elevator on own ground and side track; fully equipped with cleaners, sheller, hammer mill, etc. Located Preble county; good roads, school, churches. Handle all grains, feeds, coal, etc. No competition. Priced right for quick sale. Owner wishes to devote his entire time to other interests. R. O. Klepinger, Ingomar, Ohio.

COLORADO—Elevator; bins for 40,000 bbs. Equipped with steam roll and grinder; cleaning machinery for beans which includes machine to take rock or gravel out of beans. All machinery run with dust proof electric motors. Rail switch to plant, also track scales. Building 80x233 feet, concrete basement under 200 ft. Floor and basement storage for 60,000 bags of beans and potatoes, plenty of both raised here. Building brick; situated on main street, best business corner in town; on our own real estate 120-233-175. Coal bin and garage on this property. We handle IHC line of farm machinery, tractors and trucks. Also bean elvtr., frame building 50x75 on our own real estate 60x140 situated seven miles east at Gaeltion. Property all clear, no incumbrance. This going prosperous business. In the heart of the best irrigated section in Colorado. Reason for selling, thinking of retiring. Write Northern Implement & Produce Co., Eaton, Colo.

SITUATION WANTED

MANAGER with 14 years' experience grain and lumber, wants position with company requiring real ability. Write Box 21, Allerton, Ill.

COMPETENT elvtr. mgr.; 20 years experience, wants change location; handle side lines; can produce results; reference A-1. Prefer Iowa or adjoining states. For details or personal interview write 78A2, Grain & Feed Journals, Chicago.

SAMPLE ENVELOPES

SAMPLE ENVELOPES—SPEAR SAFETY—for mailing samples of grain, feed and seed. Made of heavy kraft paper, strong and durable; size 4½x7 inches. Have limited supply to sell at \$2.35 per hundred, or 500, \$10.00 plus postage. Sample mailed on request. Grain & Feed Journals, 332 S. La Salle St., Chicago, Ill.

HELP WANTED

WANTED—Salesmen to handle best line of farm salt to elevators and stores on commission basis. For particulars, write Box 328, Saginaw, Mich.

BUSINESS OPPORTUNITIES

FEED MILL or machinery cheap, 48x52, wood; one 50 hp motor; one 30 hp motor; one JB Hammer Mill. Come and see it. W. H. La-Plant Co., Anoka, Minn.

CENTRAL ILLINOIS—One third interest in grain elevator for sale; grinding and mixing plant in connection. Good equipment and a consistent money maker; third carries management. Write 78D6, Grain & Feed Journals, Chicago.

ELEVATOR AND FEED PLANT FOR SALE—Cleveland, Ohio, on NYC R. R., modern concrete house; complete mixing and grinding equipment; a bargain.

Grain Storage, Inc.
2520 Market Avenue Cleveland, Ohio

CENTRAL OHIO—Old established business retailing coal, ice, seeds, feeds, with grinding and mixing services, also gas, oil and auto accessories; R. R. facilities and yard afford room for expansion. Ideal opportunity for experienced mill manager to obtain own business. Other business demands, reason for sale by owner. Address 78C3, Grain & Feed Journals, Chicago, Ill.

NORTHWESTERN U. S.—A well established, profitable business is in need of additional working capital. The business is conceded one of the best of its kind in the territory; plant consists of a good sized concrete warehouse equipped with modern machinery for cleaning and handling grain and feeds. Equipment paid for but there is a building loan on warehouse. Business done is very diversified. Located in good poultry, dairy, stock-raising and seed growing section. Prospects are good for handling over million pounds of wool. This is an excellent opportunity for an energetic young man who has the will to work and succeed, one knowing seed handling and selling especially desirable. No better business of its kind in the country. Write us your experience and what you will invest. All correspondence held in strict confidence. Address 78D2, Grain & Feed Journals, Chicago, Ill.

KEEP POSTED

GRAIN & FEED JOURNALS CONSOLIDATED

332 So. La Salle St., Chicago

A merger of Grain Dealers Journal, American Elevator & Grain Trade, Grain World and Price Current-Grain Reporter.

Gentlemen:—In order to keep us posted regarding what is going on in the grain and feed trades outside our office, please send us the *Grain & Feed Journals* twice each month. Enclosed find Two Dollars for one year.

Name of Firm.....

Capacity of Elevator.....

Post Office.....

State.....

Your RADIO MARKET Record

A boon to the grain dealer who keeps a convenient, permanent record of market quotations for ready reference.

This form provides convenient spaces for hourly quotations on Wheat, Corn, Oats, Rye, and Barley. A week on a sheet, and a year's supply of sheets in a book.

Order Form CND 97-5.
Price, \$1, plus postage. Shipping Weight, 1 lb.

Grain & Feed Journals
Consolidated
332 S. La Salle St. Chicago, Ill.

MACHINES FOR SALE

CORN CUTTER & Grader—has motor—used very little. 76D6 Grain & Feed Jnlrs., Chicago.

OAT HULLER—No. 10 Rosco-Ajax late type, factory rebuilt, \$450.00. P. O. Box 104, Kansas City, Mo.

STEARNS MAGNETIC separator, with generator, used less than 10 days, \$60.00. Gray Mill Machinery Co., Springfield, Mo.

HAMMER MILL with 25-h.p. motor and all attachments. Priced to sell. Write 76D7 Grain & Feed Journals, Chicago, Ill.

FEED MIXER for sale, has motor, and a late machine. Need space. Will sacrifice. Write 76D5 Grain & Feed Journals, Chicago, Ill.

FEED MIXER—one ton—floor level feed—has motor—good as new. Write 76D8 Grain & Feed Journals, Chicago, Ill.

NUMBER 37 EUREKA Clipper and Scourer, only slightly used, S. K. F. Bearings, chemical feeder, \$275. Central Elevator Co., Box 2006, Amarillo, Texas.

FOR SALE—Second hand feed and elevator machinery; Tag-Heppenstall Moisture Meters; Bolinder Diesel Engines. Weaver Sales Corp., Corn Exchange, Minneapolis, Minn.

BIG BARGAIN for quick sale—Two J-B Hammer Mills, No. 3 heavy S models. These mills have been rebuilt and will sell as plain mills or equipped with fan. Make an offer. Schutte Pulverizer Co., Buffalo, N. Y.

MACHINERY BARGAINS

S & W Verticle feed mixer; Gruendler horizontal mixer; Dial Scales; Hopper Scales; 6 bu. Fairbanks Automatic Scale; ½ bu. Richardson Scale; magnetic pulley; 2 and 3 pair high feed rolls; corn cutter and grader; corn cracker and grader; No. 9 Clipper Cleaner; Invincible and Eureka Cleaners; 60 bbl. Midget Mill; 2 cubing machines; 24-40 Gruendler Hammer Mill with 150 h.p. motor; 16-40 Hammer Mill with 100 h.p. motor; No. 30 Blue Streak Mill with 30 h.p. motor; 24" Robinson Mill with 2 20 h.p. motors; belt driven attrition mills all sizes and makes. Corn Shellers; pulleys, a few large sizes. Everything for the feed mill or elevator. An engineer at your service. A. D. Hughes Co., Wayland, Mich.

MACHINES WANTED

WANTED—A good fanning mill, or cleaner suitable for feed store. Must be in good condition. Write 78D1, Grain & Feed Journals, Chicago, Ill.

WANTED—29D Clipper; Sutton-Steele Gravity Cleaner; No. 6 Monitor; Corn Cracker & Grader. Address 76U12, Grain & Feed Journals, Chicago, Ill.

MOTORS—GENERATORS

ELECTRIC MOTORS, Generators, Air Compressors, engines, pumps, all makes, types and sizes. All completely rebuilt. One Year Guaranteed and attractively priced. Write us on your requirements. Rockford Electric Equipment Co., 728 South Wyman St., Rockford, Illinois.

ELECTRICAL MACHINERY

Large stock of motors and generators, A.C. and D.C., new and rebuilt, at attractive prices. Special bargains in hammermill motors, 25 to 100 H.P., 1200 to 3600 R.P.M. Write for stock list and prices. Expert repair service. V. M. NUSSBAUM & CO., Fort Wayne, Indiana.

RAT EXTERMINATOR

RAT LUNCHES—Kills rats and mice without poison. Ready to use. Just lay them out. Endorsed by agricultural authorities. \$1 large package—\$3.50 a carton prepaid. Salesmen-Distributors wanted. Rat Lunches Co., Carroll, Ia.

SEEDS FOR SALE

SEED OATS that grow and win favor with those who plant them. Rice Grain Co., Metamora, Ohio.

WHEN YOU want field or grass seed, write us, and we will put you in communication with nearby dealers, who have what you seek. The service is free. Information Bureau, Grain & Feed Journals, 332 S. La Salle St., Chicago, Ill.

SEED CORN—Can furnish in car lots graded and bagged, fine quality, high germination. All grown in Macon County, Illinois. Also Red Clover, Sweet Clover and Timothy in bag lots. Let us quote with sample. Macon County Seed Co., 241 W. Main St., Decatur, Ill.

Duplicating Scale Ticket Book

A labor-saving scale ticket book in which the buyer keeps a carbon copy of the entries made on every scale ticket issued, so altered or spurious tickets may be readily detected.

This book contains 100 leaves of white bond paper, machine perforated, bearing 800 tickets of form shown, inter-leaved with 100 blank manila sheets. Well printed and bound in heavy board covers. Supplied with 4 sheets of No. 1 carbon paper, size 8½x11 ins. **Order Form 62. Price \$1.45, plus postage. Weight 3 lbs.**

Cash with order for twelve books earns 10% discount.

Send all orders to

Grain & Feed Journals Consolidated

332 So. La Salle St., Chicago, Ill.

| | | | | |
|-----------|----------|-------|------|----|
| | | | | 19 |
| Bought of | | | | |
| Load of | | | | |
| Price | Per Cwt. | Gross | Lbs. | |
| Price | Per Bu. | Tare | Lbs. | |
| Driver | on. off. | Net | Lbs. | |
| | | Net | Bu. | |
| Weigher. | | | | |

(Three-Fourths Actual Size)

Receiving Books For Grain Buyers

Wagon Loads Received. A good form used extensively in recording wagon loads of grain received from farmers. Tare weight is entered immediately under gross to facilitate subtraction. Contains 200 pages of linen ledger paper, and is ruled 20 lines to a page, thus accommodating 4,000 wagon loads. Separate pages may be devoted to each kind of grain to each farmer, or wagon loads may be entered in the order received. Well bound in cloth, with keratol back and corners. Order Form 380. Price \$2.50. Weight 2¾ lbs.

Receiving and Stock Book for keeping a record of each kind of grain received in separate columns, so buyer may easily determine total amount of any kind of grain on hand. Size 9½x11½, 200 pages, well printed on linen ledger paper, bound in strong board with leather back and corners. Order Form 321. Price \$2.50. Weight 2¾ lbs.

Scale Ticket Copying Book contains 150 leaves of scale tickets, four to a leaf. Each leaf folds back upon itself, so that with the use of carbon paper, it will make a complete copy of the original on the stub, with one writing. Original tickets forming the outer half of leaf are machine perforated. Printed on bond paper, check bound, size 9½x11, supplied with four sheets of carbon. Order Form 78. Price, \$1.30. Weight 2 lbs.

Grain Scale Book, a combined Journal and Receiving book with index. Each man's grain is entered on his own page, or a page may be allotted to each kind of grain received. Both debits and credits are posted to the ledger. Contains 253 numbered pages and index, size 10½x15½, and will accommodate 10,332 wagon loads. Printed on linen ledger, bound in extra heavy black cloth covers, with leather back and corners. Order Form 23. Price \$4.00. Weight 5 lbs.

Grain Receiving Register is designed for recording the receipts of wagon loads of grain. Loads may be entered in consecutive order, or different sections of the book may be devoted to different kinds of grain. Book contains 200 pages of linen ledger paper, size 8½x14 inches, each of which is ruled for 41 entries, giving a total capacity of 8200 wagon loads. Well printed and substantially bound in full canvas. Order Form 12AA. Price \$2.50. Weight 3 Lbs.

Duplicating Wagon Load Receiving Book, designed to facilitate the recording of number of loads from one farmer in a short time. Book contains 225 leaves, size 12x12 inches with 33 lines each, perforated down the middle; the inside half of the leaf remains in the book, and the outer half with the same ruling printed on the reverse side, folds back over the left half with carbon between. Outer half is given to farmer. It may also be used by line agents in making daily reports to headquarters. Check bound with canvas back, nine sheets of carbon. Order Form 66. Price \$2.60. Weight 4½ lbs.

Grain Receiving Ledger, may be used first as a Stock Book by posting the receipts daily, weekly or monthly from some other portion of this book, or from any other scale book, giving a page to the commodity handled; Second, as a patrons' ledger, by giving a full or half page to each patron; Third, pages may be used to enter each load of grain received in consecutive order under their respective commodity headings. The book contains 200 numbered pages with 44 lines each, and marginal index in front, size 8½x13½, ruled with the usual column headings, including Debit and Credit columns. Printed on linen ledger paper and well bound in black cloth sides with keratol back and corners. Order Form 43. Price \$3.00. Weight 2½ lbs.

Form 43XX contains 400 pages same as above. Price \$5.00. Weight 4½ lbs.

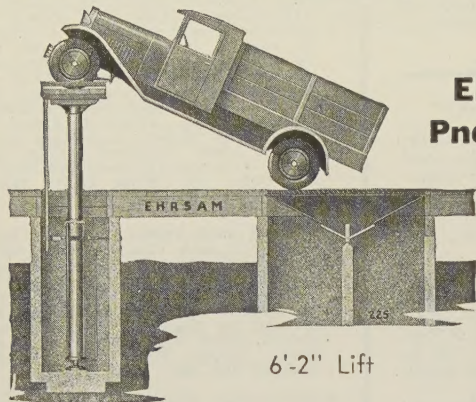
All Prices are for Chicago Delivery.
Postage Extra.

Printed and Supplied by

Grain & Feed Journals Consolidated

332 South La Salle St. Chicago, Ill.

EHRSAM Grain Elevator Equipment

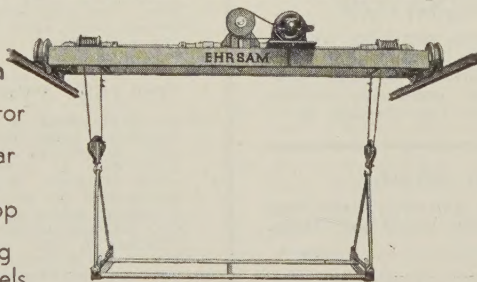


**Ehsam
Pneumatic
Auto
Truck
and
Wagon
Dump**

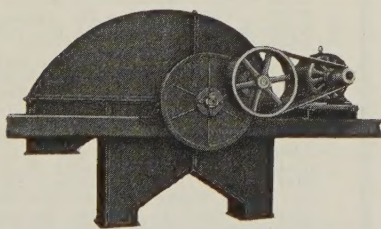
6'-2" Lift

Ehsam Overhead Electric Dump

Extra
Heavy
Construction
3, H. P. Motor
Worm Gear
Drive
Cannot Drop
Ball-Bearing
Track Wheels



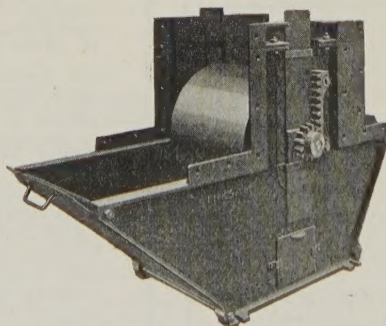
Ehsam Combined Head Drive and Backstop



Spur Gear
Reducer
V Belt Drive
Roller Bearings
Differential
Brake Backstop

Ehsam Roller-Bearing Boot

Non Choking
—
Automatic
Takeup
—
Timken Roller
Bearings
Grease
Only at Long
Intervals



Everything for the Country and Terminal Elevator

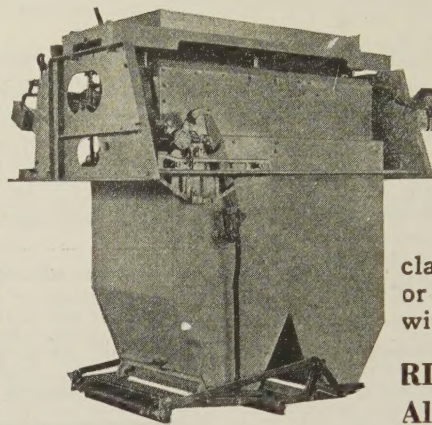
Write for Literature

The J. B. EHR SAM & SONS MFG. CO.
ENTERPRISE, KANSAS

Chicago Sales Representative
W. H. Kent, 549 W. Washington Blvd.

GRAIN SHIPPERS!

**WATCH YOUR PRICES!
WATCH YOUR WEIGHTS!**



Both are
equally im-
portant —
Don't rely
on obsolete,
worn - out
scales.

Have them
put in first-
class condition.
or replace them
with the modern

RICHARDSON
All - Automatic

Grain Shipping Scale

ACCURATE and SPEEDY

Richardson Scale Company

Factory: Clifton, N. J.

37 W. Van Buren St., Chicago, Illinois

Minneapolis, Minn.

Wichita, Kansas

WHERE WILL A "FIREBUG" STRIKE NEXT?

Special Investigators from the Loss Investigation Department of "The Mill Mutuals" employ all the modern methods of scientific crime detection in protecting you against losses caused by incendiaries.

* * * * *

A \$500 Reward Will Be Paid by the Mutual Fire Prevention Bureau for Information Leading to the Arrest and Conviction of Any Person or Persons Burning or Attempting to Burn Any Flour Mill or Grain Elevator Insured in "The Mill Mutuals".

* * * * *

Report Any Evidence of Attempts to
Burn or Destroy Such Property to the

MUTUAL FIRE PREVENTION BUREAU

Department of

**Association of Mill and Elevator Mutual
Insurance Companies**

230 East Ohio Street
Chicago, Illinois

GRAIN & FEED JOURNALS

CONSOLIDATED

INCORPORATED

332 S. La Salle St., Chicago, Ill., U.S.A.

Charles S. Clark, Manager

A merger of
GRAIN DEALERS JOURNAL
Established 1898

AMERICAN ELEVATOR &
GRAIN TRADE
Established 1882

THE GRAIN WORLD
Established 1928

PRICE CURRENT—GRAIN REPORTER
Established 1844

Published on the second and fourth Wednesdays of each month in the interests of better business methods for progressive wholesale dealers in grain, feed and field seeds. It is the champion of improved mechanical equipment for facilitating and expediting the handling, grinding and improvement of grain, feeds and seeds.

SUBSCRIPTION RATES to United States, Canada and countries within the 8th Postal Zone, semi-monthly, one year, cash with order, \$2.00; single copy current issue, 25c.

To Foreign Countries, prepaid, one year, \$3.00.

THE ADVERTISING value of the Grain & Feed Journals Consolidated as a medium for reaching progressive grain, feed and field seed dealers and elevator operators is unquestioned.

Advertisements of meritorious grain elevator and feed grinding machinery and of responsible firms who seek to serve grain, feed and field seed dealers are solicited. We will not knowingly permit our pages to be used by irresponsible firms for advertising a fake or a swindle.

LETTERS on subjects of interest to those engaged in the grain, feed and field seed trades, news items, reports on crops, grain movements, new grain firms, new grain elevators, contemplated improvements, grain receipts, shipments, and cars leaking grain in transit, are always welcome. Let us hear from you.

QUERIES for grain trade information not found in the Journal are invited. The service is free.

CHICAGO, ILL., FEBRUARY 24, 1937

CASHING CHECKS for strangers invites impostors to offer large checks in payment for small purchases. Look out!

GOVERNMENTAL interference with U. S. farmers has made consumers and dealers so dependent upon the Argentine that reports on Argentine weather and crops has come to be the most interesting market news of the day.

BARN FLOOR feed mixing will be abandoned by feeders who will devote their time to more profitable care of stock after learning that the elevator man has special equipment for mixing fresh ingredients to supplement feeders' roughages.

WE ARE PUZZLED to know why the grain merchants of some sections are subject to so many night robberies or forged checks, but it seems that many of them are not on guard, hence, they suffer from night prowlers, or forged check artists in excessive amounts.

STORING SOYBEAN MEAL in bulk is accompanied by unusual hazards, as was discovered by an Iowa firm, who succeeded in reducing the heat in a reinforced concrete tank, 50 high by 20 feet in diameter, through the use of dry ice.

COUNTRY ELEVATOR OPERATORS who lose their rail outlets will be forced to install trucks, and seek new markets for their purchases. The abandonment of one Missouri line recently has left several elevators stranded, but their enterprising owners are not discouraged. Trucks will help them save their business.

THE PETTENGILL BILL, amending the interstate commerce act, so as to repeal the long and short haul provisions, is generally meeting with the approval and support of the grain trade. If there is anything that can be done to encourage the rail carriers to meet truck competition, the grain shippers will be glad to see it tried out.

THE ROBINSON-PATMAN act, like some of its recent predecessors, undertakes to nullify some of the constitutional rights of the citizen, one of which is to buy as cheap as he can. Admirable as are the anti-discrimination clauses of the Act it remains to be seen whether the Supreme Court can uphold them as within the power of the Congress.

CLOVER SEED is so valuable that several Ohio plants have lost considerable seed recently to night prowlers who, no doubt, attempt to sell it the next day to some of the owner's neighbors. If clover seed is to be stored in any country grain elevator in large volume, then it would be wise to employ a night watchman, who is handy with a machine gun.

OWNERS of driers in the corn belt have realized a most gratifying profit from the continual operation of their driers, since the last crop started to market. Unusual precipitation in some sections has increased the moisture content of corn, and therefore, reduced its keeping qualities. Dried corn has been shipped everywhere and anywhere, safely and profitably.

GRAIN DEALERS generally are finding the requirements of normal taxes and surtax problems under the new revenue act, to be more than disconcerting. Doubtless, it will require several years to obtain a clear understanding of all the requirements of the new act. Not only is the normal tax on income graduated from 12½% on \$2,000 net income to 15% on all over \$40,000 net income, but the surtax on undistributed earnings is confiscatory. So it behooves every incorporation to distribute its adjusted net income among its stockholders, instead of turning it over to the Federal Government.

MISSOURI'S bill for the regulation of truckers is the most drastic yet drafted and if enacted in its present form will have the itinerant merchant sewed up tightly. In fact, the safeguards surrounding dealings with truckers will be almost too good, since farmers selling and feeders buying will feel safe as to the bonded integrity and the certified weight. Rubber checks and short weights have made outlaws of a large number of roving peddlers in each of the corn surplus states.

HOT BEARINGS have caused so many grain elevator fires they are always looked upon with suspicion by engineers familiar with the shortcomings of the old style bearings. The advantages of anti-friction bearings are so apparent to every operator who is mechanically minded, the old sleeve type bearing is not even considered. But, the large saving of oil, time required to lubricate bearings, and last and greatest of all, the large reduction in the power bill thru the installation of anti-friction bearings, makes the tolerance of the old type bearing the height of extravagance.

IMPROVED HIGHWAYS, and the use of larger trucks makes it almost imperative that owners of elevators in sections blessed with good roads that are passable all seasons of the year must improve their grain receiving and handling facilities if they are to obtain their share of the grain in their territory. Farmers with large trucks are in a hurry to rush back home for another load, and they are not willing to wait a half a day for the receiving sink to be empty. So many improvements have been effected in elevator equipment during the last few years, it really costs much more to operate the old-out-of-date mechanical facilities, than it does to install new and modern, fast handling equipment.

SO MANY FIRMS are discouraged by the excessive taxes and regulations of the various governing bodies of the land, that it is surprising more firms are not retiring from business. The number of grain merchants reported in each issue of the Journals as retiring, and the number of elevators being razed, are both unusually large. However, we know all will take off their hats to the William Hayden Milling Co. of Tecumseh, Mich., who are now celebrating their one-hundred and second year in the grain and milling business. It takes a lot of courage and perseverance to survive the kaleidoscope changes of one-hundred years. But here is one firm that, notwithstanding all the rebuffs of Government and changing conditions, are still enjoying business in the old stand. We know that grain merchants generally will join us in shouting, "Ahoy! Mr. Hayden, more power and more centuries to your Company."

GRAIN BUYERS who print on the face of their bank checks, or stamp on the back the following clause: "Full payment for bushels of, which is free from all liens or incumbrances" and require seller to endorse below this statement, has, in this check, proof positive of swindling transactions by farmers who deliver grain covered by liens. While such endorsement is not absolute proof against the sale of grain covered by liens, it discourages farmers from indulging in such practice.

TRADING in egg futures on the Chicago Mercantile Exchange dwindled to four carloads Feb. 16, the smallest day's business in five years. Why? The answer is government interference with orderly marketing by the purchase and sale of millions of dozen eggs.

The government buys all the way from New York to Seattle, officially admitting "the major purpose of the program is to prevent a continuation of the abnormally sharp decline in winter farm egg prices." Entrance of the government with unlimited funds and buying at 22 cents per dozen introduces an element of uncertainty, for no one knows that the government will not drop its buying price to 20 or 18 cents or retire from the market, or raise its bid.

Any dealer buying eggs at 22 cents would be in a sad position were the government to reduce its price. The result is the trade wisely leaves the market to the government.

Are You Going to Remodel?

Are you going to remodel your grain elevator, or rejuvenate your plant by installing new modern machinery of larger capacity.

Then, avoid the local carpenter, excepting as a helper, and get your plans well formulated before submitting them to an experienced builder, as well as to your fire insurance agent, so that you can profit by reducing the fire hazards of your remodeled plant, and thereby reduce your fire insurance premium.

The discussion before the managers' meeting at Minneapolis last week, reflects the experience of some elevator managers, who have attempted to make satisfactory improvement in their plants, without profiting by the experience of others better versed in building problems.

From present indications, 1937 will witness more repairing, remodeling and enlarging than for ten years past, and every elevator improver is hoping to obtain the best his money will buy.

The small legs and power plants of pioneer days are obsolete, and the sooner the elevator owner recognizes the deficiencies of his old, out-of-date, worn-out machinery, and discards it, the sooner will he find joy and profit in operating his plant.

Safety Campaigns Pay Rich Dividends

The perpetual campaign against accidents by the National Safety Council, the Lumbermen's Mutual Casualty Co., and by all large employers of labor, prove conclusively the great value of these campaigns in saving lives and limbs of workers.

The actual result attained thru these campaigns is more than surprising to companies which have instituted them in recent years. Last spring, Armour & Co., who operate many packing plants thruout the land, inaugurated a campaign of caution and warning, and adopted safety equipment wherever possible, with the splendid results that, since May 1st, six of the principal plants of this organization, whose employes contribute to the welfare of 50,000 families, have not recorded any lost time by reason of an accident. And in one plant, with the record of two million man hours worked, not a single employe has lost an hour as a result of an accident.

Every month we publish notices of a number of elevator accidents, and this number tells the sad story of how one Indiana operator, who lost his arm, has finally succumbed to complications arising from the accident.

The safeguarding of all moving machinery, and especially of shafting, belting and gears, would save some lives every year, and the cost of the protection is so small as not to be worth consideration. All industries can, and should be made safer for the workers.

The Profits from Treating Farm Seeds

Country grain buyers generally fully recognize that they have much to gain thru encouraging and assisting their farm patrons in treating seeds of small grain for smut, and assisting farmers in obtaining seeds of pure variety, so that the dealer will not only have more grain to handle, but it will be of a single variety, and thereby make it easy to clean and market the crop without discount.

The grain buyer naturally wants his customers to harvest a large crop of choice grain, not only because he will be able to pay more money to his patrons, but he will have more grain and better grain to market. So that his chance of realizing a living profit from his labor will be materially increased, without increasing the returns to the producers.

Many elevator men have realized more than a living profit from the treatment of farmers' seed, and one miller of Southwestern Indiana has greatly increased the yield of wheat per acre as well as improved the grade of the grain, and reduced the crop of garlic so much

that all participants in the campaign are delighted to continue the work.

By persevering, and advertising their services, many country elevator men have profited directly from the treatment of seed for smut, as well as helped their farmer patrons to larger and more profitable crops.

Will You Run Your Own Business

Do you wish to run your own business in your own way, or do you prefer to run it in keeping with rules, regulations and limitations established by a lot of bureaucrats, who never had successful experience in business of any kind?

If the so-called captains of industry, and employers are to direct their business affairs free from political interference, then it will be necessary for them to join with other merchants in their line and give concentrated representation at Washington to the large interests they represent.

We doubt that any self-respecting merchant, in any line of business enjoys the dictation of men without experience in the business, or interest in its success. Single-handed, no grain merchant can accomplish much in the way of protecting his business from impractical regulation by Government; but, by joining with his fellows in active organizations, much can be accomplished in the way of blocking legislation designed primarily to give employment to a lot of ward heelers, and supported by unreasonable taxes on business, which they seem determined to destroy.

Our near-sighted law makers, in their eager search for more sinecures for sap-suckers, do not hesitate to handicap any line of business that is defenseless. They overlook the impossibility of crucifying the employer without injury to the employee.

Regimenting unorganized lines of industry or business may help the political racketeers to many easy berths for useless bureaucrats, but it is bound to wreck many successful business enterprises, and greatly increase the cost of doing business, as well as the price of commodities and services supplied by the industries attacked.

Men of experience in business, and with the defunct N.R.A. and A.A.A., know full well that they can conduct their business more efficiently and more satisfactorily when free from political interference.

The grain trade is different from no other line of business. It needs complete organization to defend it from the political vultures now threatening it. Experience has proved to the complete conviction of all intelligent observers, that, while cut-throat competition is most destructive, the blighting hand of government is far worse.

Avoiding Storage Disputes

Storage of grain for farmer patrons invariably leads the owner to speculate, and oftentimes to his own great disadvantage and loss.

On a falling market, few farmers seem willing to sell. Some have been known to hold grain in store at the elevator until reasonable storage charges accumulate in excess of the market value of the grain. So that the elevator operator was put to the unpleasant duty of selling the grain for his storage charges, and thereby earning the perpetual enmity of the farmer patron.

Some cautious elevator operators avoid this predicament by posting signs in drive-way and office that no grain will be stored longer than ten days, and will be considered sold at the prevailing market price on the tenth day, whether farmer assents or not.

Where any indefiniteness prevails regarding the storage or sale of grain delivered by farmer patrons, differences, disputes and misunderstandings are sure to arise and create dissatisfaction and the loss of customers.

Refusing storage, excepting for brief, stipulated periods is the only method by which storage troubles can be avoided.

Railroad Liable for Loss by Flood

The Supreme Court of Oklahoma on Oct. 20, 1936, gave judgment in favor of K. Eddie and B. D. Eddie, doing business as the Superior Feed Mills against the A., T. & S. F. Ry Co., for damage to two cars of bran and shorts.

The two cars were loaded Nov. 17, 1926, at Winfield, Kan., the B/L described the contents as in apparent good order with penciled notation "Subject to delay account of high water."

Heavy rains had fallen for two days and streams adjacent to Winfield were rising. Later the water reached flood stage and because of washouts no train service at all was possible for two days. The cars left Winfield Nov. 23, arriving at destination, Oklahoma City, Okla., Nov. 24 or Nov. 25.

B. D. Eddie testified that the water in the car containing the shorts had come in from the sides and appeared to have been 10 inches deep above the floor.

M. A. McNutt, traffic mgr. for the Superior Feed Mills, testified there were water marks inside and outside the car.

E. L. Trolinger, damage inspector for the Western Weighing and Inspection Bureau, testified that water was dripping from the roof of one of the cars.

The defense was that the flood was so unprecedented as to constitute an "Act of God."

Plaintiff charged that the feed was in good condition when delivered to the defendant railroad company, that defendant failed to protect the goods from the elements; that the box cars were leaky and the roofs thereof permitted the water to run into and upon the contents.

Although the defendant filed an exhaustive and well reasoned brief the court would not disturb the verdict of the jury in favor of plaintiffs as there was sufficient evidence to warrant its finding of facts.

The record does not disclose why this case should have been ten years in reaching a final decision.—61 *Pac. Rep.* (2d) 681.

Utilizing an Old But Substantial Foundation

Grain elevator engineers of experience will not undertake the erection of a grain store house upon an uncertain foundation, unless released from all responsibility, as in the case of the 1,000,000 bu. Canadian Pacific elevator, at Transcona, Manitoba, which was built upon a heavy slab supported only by gravel. The Barnett Record Co. doubted its ability to hold when the bins were loaded, and refused to proceed with the structure until released of responsibility for the foundation.

Naturally, no cautious engineer will erect a super structure on a foundation of sand, but we have published pictures of many houses, which have long been out of plumb and others which have been abandoned through fear of their tipping over.

But, on the outside front cover of this number, is published photograph of a heavy concrete foundation, which was constructed 32 years ago at Cedar Rapids, Iowa, for the Quaker Oats Company. The original foundation supported a wood elevator and the piers clearly shown in the engraving, and the side walls were supported directly on solid rock; no mattress being installed to support the super structure.

The dimensions of the heavy foundation provided for the wood elevator was 50 ft. 4 in. wide by 144 ft. long. When the John S. Metcalf Company was awarded the contract to erect a new, reinforced, concrete elevator on the site of the old wood elevator, the salvaging of the old foundation was not considered, but as the razing of the old wood elevator proceeded, and the old foundation was brought to view, its utilization and salvaging were immediately given serious consideration.

Investigation developed the fact that it would be possible to design a new concrete elevator, so as to permit use of the old foundation with practically no alteration. The outside walls and piers were used in the new structure without any change, while the three rows of interior piers were capped with new concrete capitolts, 7 ft. sq. at the top, and 4 ft. sq. at the bottom. This spreading out of the supporting capitolts became necessary, because the bins were to be square. On top of these capitolts a 9 inch heavily reinforced concrete slab, covering the entire area, now rests. This heavy slab provided a substantial starting point for the walls of the new concrete bins and supports the bin hoppers.

The salvaging of the old foundation, which is supported on solid rock, not only provided the new house with substantial footing, but affected a saving of thousands of dollars.

Elevator A is surrounded by other grain store houses, so it was all important that the new grain storehouse be confined to the same ground area as the old wood house it displaced.

Evidence of the substantial quality of the foundation is the concrete floor of the basement made in 1905 was used in the new house.

The Crop Insurance Bill

President Roosevelt on Feb. 18 in a special message to Congress transmitting the report of the president's com'te on crop insurance, said: I have examined this report and I am convinced that the plan it outlines is practical, socially desirable, and worthy of your thoughtful consideration.

"I believe that it provides an adequate basis for legislation which will make possible a program of crop insurance applying to wheat for the crop year 1938.

"A crop insurance system of storage reserves should operate so that surpluses in years of good weather might be carried over for use in years of unfavorable growing conditions."

"A program of crop insurance and storage of reserves should be part of the foundation of agricultural policy which we are building and which must include the conservation of soil and water, better land use, increased farm income, and alleviation of distress in rural areas arising out of factors beyond the control of individual producers."

The crop insurance bill, introduced by Senator Pope of Idaho, would:

1—Set up a "federal crop insurance corporation" under supervision of the agriculture department.

2—Authorize a \$100,000,000 appropriation to finance administration of the program and provide reserves.

3—Empower the corporation to insure "producers of wheat against loss in yields of wheat due to drouth, flood, hail, wind, tornado, insect infestation, plant disease" and other causes.

4—Provide that the insurance cover a percentage, to be determined by the board, of the average yield of wheat on the insured farm. Wallace has suggested the insurance cover 75 per cent of normal yield.

5—Prescribe that premiums be paid either in wheat or its cash equivalent on the basis of the "average crop loss of wheat on the insured farm for a representative base period."

6—Authorize the corporation to fix rules for paying claims for losses.

7—Empower the corporation to provide storage facilities for the wheat collected as premiums and held in reserve.

Grain dealers who wish to pay the wage taxes of their employees for old-age pensions, without deducting such payments from the latter's wages, may do so without considering these absorbed taxes as additional compensation, says recent ruling of the Bureau of Internal Revenue.

The first free port in the United States officially opened at Stapleton, Staten Island, New York, Feb. 2. In this 30-acre port foreign goods may be repacked, graded, stored, mixed with other foreign or domestic goods, assembled and transhipped without going thru customs. Goods leaving the free port for American destinations must pay import duties. An electric eye, with 2,000 ft. range, guards the water and the outer line of the four double-decked municipal piers.

Prayer in Affliction

By VIOLET ALLEYN STOREY

Keep me from bitterness. It is so easy
To nurse sharp, bitter thoughts each dull, dark hour!
Against self-pity, Man of Sorrows, defend me
With Thy deep sweetness and Thy gentle power!
And out of all this hurt of pain and heartbreak
Help me to harvest a new sympathy
For suffering humankind, a wiser pity
For those who lift a heavier cross with Thee!

Asked—Answered

[Readers who fail to find trade information desired should send query for free publication here. The experience of your brother dealers is worth consulting. Replies to queries are solicited.]

Who Is Responsible for Lost Samples?

Grain & Feed Journals: Of course grain samples are not supposed to get lost. But every once in a while they do. And every once in a while there are delays in delivering samples which may cost a country grain dealer an attractive price thru a drop in the market.

Probably not all losses or delays of grain samples are chargeable to careless post office employees. Some can likely be attributed to the boys employed in grain offices who may easily forget oral or phoned instructions. Country elevator operators appreciate prompt handling of their shipments.—Sam Kopel.

What Is the Wheat Market Going to Do?

Grain & Feed Journals: What is the wheat market going to do, up or down?—Cecil Sherer, Payette, Idaho.

Ans.: The price of wheat several months hence depends upon too many unknown factors to warrant prediction. Investors must weigh the factors and use their judgment. Factors working for higher prices are the devaluation of the dollar and the cheapness of money; good demand in importing countries; a carryover expected to be the smallest in 15 years; deficient subsoil moisture in the Northwest, and rising prices for everything else under improved business and trade conditions.

Factors working for lower prices are the greatest winter wheat acreage sown, probability of timely rains in the Northwest, encouragement of increased production by the A.A.A., and a surplus driving prices down to an export basis.

Good opinion is that the monetary situation will overcome all bearish factors eventually and maintain wheat at higher levels permanently.

Carrier's Liability for Loss by Flood?

Grain & Feed Journals: Is the railroad company liable for the loss when a car of grain is damaged by flood in an Ohio River railroad yard?—J. M. Brackett.

Ans.: Carrier is not liable for damage to shipment by unavoidable act of God, such as flood. A carrier negligently permitting damage by flood is liable.

The Supreme Court of Nebraska, in *Wabash Ry. v. Sharpe*, 107 N. W. 758, held "A common carrier is responsible for injuries to freight by a flood where at the date the goods were delivered the officer in charge of the United States weather bureau notified all railroad companies of the coming flood and warned them to guard their property in the low lands, and the carrier exposed the goods negligently to injury, and it can not in such case plead the act of God in defense."

Where a carrier negligently delays a shipment so that it is destroyed by an act of God which would not have been destroyed if except for the delay, the carrier is liable.—*Green-Wheeler Shoe Co. v. C. R. I. & P. R. Co.* Supreme Court of Iowa. 130 Ia. 123.

Carrier's liability terminates on delivery of loaded cars of grain to spur tracks on premises of elevator company for unloading.—*Paddock v. T. & O. C. R. Co.* 21 Ohio Cir. Ct. Rep. 626.

In case of loss of goods the presumption is against the common carrier; and, when he sets up the defense that the loss of the goods was occasioned by the act of God the burden of proof is upon him to establish that fact.—*Van Winkle v. S. Car. R. Co.* 38 Ga. 32.

When a car containing a shipment of goods by plaintiff reached the carrier's yards, the water in a river, by reason of an unusual freshet, was 2½ ft. higher than the highest previous record. The water continued to rise until it reached unslacked lime in another car in the yards, causing the lime to burn and destroy plaintiff's goods. Held that the carrier's negligence, if it was negligent in placing plaintiff's goods near the car of lime, was the proximate

cause of the destruction of the goods.—*Barnet v. New York Central & H. R. R. Co.* Supreme Court of New York, 153 N. Y. Supp. 374.

Commission Charge on Grains?

Grain & Feed Journals: Is the commission charged the same on all grains? Why not?—E. D. Burlison.

Ans.: Rule 232 of the Chicago Board of Trade provides that a charge of 1 per cent shall be made for receiving and selling carload lots of wheat, rye, barley, corn, oats, ear corn, kafir corn, milo maize, feterita, spelt and soybeans, except that when the 1 per cent amounts to less than 1½ cents per bushel on wheat, rye, kafir corn, milo maize, feterita, spelt and ear corn, 1 cent per bushel on shelled corn, barley and soybeans, and ¾ cent per bushel on oats, then 1½ cents per bushel shall be the minimum on wheat, rye, ear corn, kafir corn, milo maize, feterita and spelt, 1 cent per bushel on shelled corn, barley and soybeans and ¾ cent per bushel on oats.

It will be seen that the uniform rate of 1 per cent applies to the 11 leading commodities. The commission on flaxseed always is also 1 per cent.

To protect the grain receiver during a period of low prices the rule automatically shifts the basis to the bushel, 1½¢ on most grains, 1¢ on shelled corn, barley and soybeans, and ¾¢ on oats. Even so, if the wheat handled tests 58 and the oats 29 pounds to the measured bushel the 1½¢ on wheat and ¾¢ on oats are the same, per ton. Also on the carload basis of 1,526 bus. wheat to a car and 1,937 bus. oats to a car the commission at the minimum is \$23.04 on wheat and \$14.52 on oats which seems sufficiently uniform, as the expense of selling a car of grain is about the same irrespective of the number of bushels therein. The higher charge at 1½ per cent on high-priced grain is warranted by the greater financial responsibility. The average number of bushels per car at Chicago during 1936 was wheat, 1,526; corn, 1,509; oats, 1,937; rye, 1,568, and barley, 1,667, as reported by J. A. Schmitz, Board of Trade weighmaster.

Coming Conventions

Trade conventions are always worth while, as they afford live, progressive grain dealers a chance to meet other merchants from the same industry. You can not afford to pass up these opportunities to cultivate friendly relations and profit by the experience and study of others.

Feb. 26, 27. Eastern Federation of Feed Merchants, Syracuse, N. Y.

Mar. 12, 13. Farmers Grain Dealers Ass'n of Indiana, Huntington, Ind.

May 10, 11. Illinois Grain Dealers Ass'n, Decatur Ill.

May 14. Oregon Feed Dealers Ass'n, Portland, Ore.

June 1, 2. Pacific States Seedsmen's Ass'n, Santa Barbara, Cal.

June 2-3. Northwest Retail Feed Ass'n, Hotel Nicollet, Minneapolis, Minn.

June 7, 8. Central Retail Feed Ass'n, Schroeder hotel, Milwaukee, Wis.

June 7 to 9, or 14 to 16. Society of Grain Elevator Superintendents of North America, Fort William-Port Arthur, Ont.

June 10, 11. American Feed Manufacturers Ass'n, Homestead Hotel, Hot Springs, Va.

June 10, 11, 12. Southern Seedsmen's Ass'n, Nashville, Tenn.

June 14. Farm Seed Group, Statler Hotel, Cleveland, O.

June 14 to 17. American Seed Trade Ass'n, Statler Hotel, Cleveland, O.

June 22, 23. Ohio Grain, Mill & Feed Dealers Ass'n, Breakers Hotel, Cedar Point, Sandusky, O.

October 11, 12. Grain & Feed Dealers National Ass'n, Dallas, Tex.

Government Elevators Unprofitable Even in South Africa

The expenditure on the grain elevator system amounted to £222,388 and the revenue to £171,955, showing a loss of £50,433, which brings the accumulated deficit up to £470,680. Owing to crop shortages there was a falling off in the export trade which meant that the elevators could be used for the storage of wheat. The payability of the system depends on a quick turnover, a factor that will be absent this season, so that a further loss has to be faced.

The quantity of maize and kafir corn dealt with was 376,676 tons compared with 526,466 tons the year before. The total exported was 249,835 tons and the balance delivered for local consumption or milling in transit. Figures for the latter increased by 101,465 tons but decreased for the former 251,255 tons. Altogether 77,573 tons of wheat were received into the elevators, chiefly in the Free State.—From the annual report of T. H. Watermeyer, general manager, South African Railways & Harbours, for year ending March 31, last.

Government authorities recently disclosed that the Farm Board's wheat purchases for the purpose of stabilizing prices and increasing farmers' income reached the enormous total of 908,615,449 bus. of cash grain and futures, the buying program being carried on from 1930 to March, 1933. Liquidation of the enormous holdings is just now being completed.

Death of Frank Coe

After an illness of two weeks Frank G. Coe died on the evening of Feb. 21 in the Ravenswood hospital, Chicago, aged 60 years.

Born on a large farm near Sterling, Ill., he left rural life in October, 1897, for Chicago, and obtained employment Aug. 1, 1898, in the grain department of the then Glucose Sugar Refining Co., as stenographer. In 1902 he became assistant manager of the department and in 1907 manager of the western department of the company, having become a member of the Board of Trade in 1902.

In 1920 he became a partner in Parker & Graff, buyers for the company in New York and the predecessor of the Corn Products Refining Co., the New York Glucose Co. He was a director of Allied Mills.

For several years Mr. Coe has been a director of the Board of Trade and chairman of its important grain committee.

Mr. Coe was an elder in the First Presbyterian Church of Evanston, where he resided, director of the Presbyterian College, builder of the North Avenue Y. M. C. A., and director of the social settlement known as Association House. He is survived by the widow and one son, James. Interment was at Sterling.



Frank G. Coe, Chicago, Ill., Deceased

Moisture as Indicator of Yield

By R. I. MANSFIELD, Chicago, before Farmers Grain Dealers Ass'n of North Dakota

The amount of rainfall required for satisfactory plant growth cannot be definitely fixed. It varies widely in different districts and involves seasonal distribution, soil texture, temperature, sunshine, evaporation and run off.

East of the 100th meridian the amount of rainfall required is less than the average shown in the records of annual precipitation. West of the 100th meridian it will require more than the average. As a result of valuable experiments in Kansas and Nebraska and by Canada, we have reliable data to guide us.

In our southwest states it is now accepted that the production of the winter wheat crop largely depends on the depth to which the subsoil moisture reaches late in September or early in October. This in turn is dependent on the rainfall of July and August and September. Monthly rainfall July to November is therefore a vital factor in the size of the winter wheat crop in that territory.

In the case of spring wheat, late summer and early fall rainfall is less important than in the case of winter wheat. A spring wheat crop can be grown under well distributed and ample seasonal rainfall from April forward, despite a shortage from the previous fall. Any serious shortage during the growing period and particularly May and June, will be followed by quick plant wilt and a collapse of the crop.

You can see therefore that you people up here in North Dakota and the Northwest have an excellent chance to produce a real old fashioned spring wheat crop, if only timely rains are received. And how this country of ours is going to need such a crop this year and at relatively high prices.

AMAZING FACTS.—Now come the most amazing facts about the amount of water required to produce a given quantity of wheat. These facts and figures are entirely new and I doubt that a man in this room has heard them before.

1 Barrel of Flour requires 1,800 barrels of Water.—Actual experiment has demonstrated that under varying circumstances it requires 1,000 to 2,600 pounds of water to produce one pound of wheat. This means that it requires from 30 to 80 tons of water to produce one bushel of wheat, 20,000 gals. or 400 bbls. The figures are astounding and were they not backed by actual proof would immediately be questioned.

One thing I know and that is that you and I will have more respect for a kernel of wheat and a gallon of water, hereafter.

The wheat plant requires only moderate moisture during its grass stage but when it reaches the jointing stage it draws heavily and in vast amounts on the stored moisture in the subsoil.

The wheat plant sends down a mass of fibrous roots to a depth of 4 to 6 feet. A soil saturated only to a depth of one foot cannot impart the moisture needed to make a crop. A 2-foot saturation would nourish only a very small crop while a 3-foot saturation at seeding time followed by ample and timely spring rainfall would assure an abundant crop yield.

Subsoil Moisture Determining Factor.—It is apparent from what has been said that moisture in the subsoil at the time of seeding is critically required in winter wheat and less critically required in spring wheat. Fundamentally crop results in the case of both

winter and spring wheat are dependent upon stored up soil moisture.

Mechanics of soil saturation must be understood and taken into consideration. Rainfall sinks downward into the soil only as rapidly as the soil which it reaches is filled to saturation. The amount of water the soil will hold varies according to the character and texture, so that no exact figures may be relied upon as to the depth to which soil is saturated by an inch of rain. It follows then that if the subsoil be dry, current rainfall will only sink as deeply as the volume received is sufficient to cause complete saturation.

Very little moisture is taken from the soil below the top 2 or 3 inches, so that evaporation and wind are very minor factors in moisture removal. Even plant roots cannot absorb all the moisture and the wilting stage is received while the soil around the roots still holds a varying amount of moisture. Experiments have not yet determined what percentage of soil moisture is unavailable for plant use, but something like 16 per cent appears the point where the wilting stage is recognized.

Recognition of these facts is particularly necessary when moderate rainfall is received after a drouth period, during which the subsoil has been dried out to a point below some 16 per cent of its carrying capacity.

Critical growth periods occur in plant life. In wheat the period is relatively short and in a general way occurs during or just after the blossom period. Lack of moisture, particularly if accompanied by heat is much more serious at this time than would be a much more severe experience at any other stage of its growth.

The urgent period in corn is from the middle of July to the middle of August. Rainfall then and particularly for the ten days following the blossoming stage, has almost a dominant effect on the yield.

This new science of crop determination by subsoil and current moisture supplies is the greatest forward step in the realm of agriculture and the grain trade in my lifetime of a half century in the trade. It definitely makes possible the determining by this

method; whether the crop falls into one of four designations, namely: Failure, Small, Medium and Large.

As I previously said it removes crop forecasting from the realm of guess to that of certainty; from the realm of the intangible to that of the tangible. It is based on scientific calculation by the law of percentages and averages.

You will hear more about this in the near future and I am proud that the newly applied method is the work of my esteemed associate, Mr. Bernard W. Snow, the internationally known crop observer and statistician.

This method has been adopted by the firm I have the honor to represent. They have on the press a booklet descriptive of this new method and it will be shortly available to the farmers and the grain trade. It will be an important contribution to agriculture. It definitely removes crop forecasting from the realm of guessing to that of actual calculation. I could only give you a bird's eye view of the new method.

Britain Rules Against Canadian Wheat from U. S. Ports

Great Britain has been allowing wheat from Canada a reduction of 6 cents per bushel in the import duty, and the British customs has had restrictions to insure that the wheat actually was of Canadian origin.

Under the restrictions it has been possible to store wheat at Buffalo and export from a Canadian port and still have the benefit of the 6-cent preferential tariff.

Now the British customs has ruled this is not permissible, that foreign wheat is subject to the full duty unless shipped direct from a colonial port, the announcement reading:

"We have reason to believe that from time to time Canadian wheat which has been stored in Buffalo is shipped back to Canada and comes back to this country after trans-shipment at a Canadian port, preference being claimed. It is a statutory condition of the grant of preference that the goods shall have been consigned to this country from a part of the British Empire. Grain shipped in the circumstances indicated is not so consigned and therefore not entitled to preference."

Representative Beitler of New York, having had his attention called to this discrimination by Samuel B. Botsford, executive vice pres. of the Buffalo Chamber of Commerce, has filed a protest with Secretary of State Cordell Hull.

Take Care of Bearings

Ordinary cylinder oil used as a lubricant for anti-friction bearings on motors causes much of the trouble experienced with motor bearings, says an electrician who has done much work in country elevators. A fine bearing, abused, must be replaced within a year or two, yet with proper attention it would last indefinitely.

Important in maintenance of anti-friction bearings are the right kind of lubricant and, particularly where the bearing carries a fast-moving shaft, the correct amount of lubricant.

Don't fill the bearing housing full of either oil or grease—it will churn and get hot. Bearing manufacturers recommended that the housings be about two-thirds full of lubricant for best results. Follow the manufacturer's recommendations.

Elevator bearings require a lighter oil in winter than in warm weather. Motor bearings, in particular, will give trouble if lubricated with a too heavy oil. Every bearing in the plant should be carefully cleaned (if it is a ring oiler or an anti-friction type it should be flushed out with coal oil) and provided with clean, fresh oil or grease at regular periods.



R. I. Mansfield, Chicago, Ill.

Crop Reports

Reports on the acreage, condition and yield of grain and field seeds are always welcome.

Belmont, Kan.—The wheat crop seems to be in good shape for the coming year.—Moore Grain Co.

Saunemin, Ill., Feb. 2.—Our new corn is of good quality, only a little too much moisture on account of excessive rains all winter.—Saunemin Elevator Co., Geo. J. Carson, mgr.

Decatur, Ill., Feb. 20.—There is ample moisture for the winter wheat plant. While there are some reports of damage caused by the freezing and thawing weather, we believe it too early to determine.—Baldwin Elevator Co.

Jasper, Ind., Feb. 20.—Growing wheat in this (Dubois) county and adjoining counties is looking unusually fine for this season of the year and indications are that the yield will be as good, if not better, than last year.—W. B. C.

Winchester, Ind., Feb. 22.—The continued wet weather has prevented much of the spring ploughing and we anticipate a grand rush to get the crops out this spring. If it turns favorable our farmers can get in a crop in a short while as there has been hundreds of new tractors sold in this locality.—Goodrich Bros. Co.

Cincinnati, O., Feb. 10.—Receding flood waters are expected to leave the soil in the Ohio River Valley's flooded sections in workable condition before planting time. Between 10,000 and 20,000 acres of winter wheat in flooded sections of Ohio have been partly or totally destroyed.

Duluth, Minn., Feb. 20.—Heavy snowfall recently blanketed the Northwest, in some instances blockading road and railway traffic for a short time. This moisture is badly needed and with a normal spring rainfall should be of great benefit to this territory in furnishing favorable soil conditions for planting and starting growth of the new crop.—F. G. C.

Omaha, Neb., Feb. 10.—Nebraska conditions are not at all favorable. Just do not get any moisture to speak of, and unless this situation changes soon, 1937 is going to be a tough year here. For the first time in my experience, we have had a snow storm so heavily laden with dust and sand that the snow was actually colored. This occurred Sunday night (Feb. 7).—M.

Chicago, Ill., Feb. 16.—Yesterday's dust storms covered an unusually wide territory in the Southwest and if high winds continue they will be bad again today. The extent of the damage they are causing cannot be known

until growth starts later on, but even tho the damage from them directly will not be great, in themselves they are sure indications of the soil being dry enough to do regular drought damage unless good moisture is received soon.—H. C. Donovan, statistician, Thomson & McKinnon.

Minneapolis, Minn., Feb. 19.—The Northwest spring wheat area is well covered with snow. The dry area of western Minnesota and the Dakotas recently received some heavy snows, making prospects much brighter. Many dry lakes and ponds are ready to receive the heavy run-off that is expected from the melting snow. A number of small dams have been built in the Dakotas under government supervision, which will help to conserve some of this moisture. Many such dams have also been constructed in the dry area of Saskatchewan, and some benefit is expected from these operations.—T. R. Shaw, editor Cargill Crop Bulletin.

Chicago, Ill., Feb. 17.—Abandonment of 18% of the total acreage sown to winter wheat is forecast by official and other estimates, ranging from 20 to 40% in Nebraska, Kansas, Colorado, Texas and Oklahoma, in which states most of the total United States loss is expected, and 5 or 6% from heaving, floods and other causes in central and eastern states. Actual final destruction of this acreage is, in the main, yet to occur. Montana and the Pacific Northwest area also may furnish damage reports before many weeks, after the snow disappears, in view of extreme dryness thru December.—R. O. Cromwell, statistician Lamson Bros. & Co.

Wichita, Kan., Feb. 13.—The increased wheat acreage in the West this year, where the conditions are the poorest, so that continued wind and drought would make for an early abandonment of acreage. We are now on the threshold of our windy season, with the long distant forecast for a dry spring. Oklahoma had over a month of a spell of ice covering, with near-zero weather. The ice has melted quickly and run off, the ground being frozen below. It will take growing weather to show whether damage has been done. This is the best of our wheat section of the Southwest. Winter barley is the most easily affected and if this is lost it will cause a further shortage of early feed grains.—Smith-McLinden Grain Co.

The interstate commerce com'te of the House recently heard opponents to the bill broadening Federal Trade Commission powers.

The Senate has received a favorable report on the resolution to appropriate \$5,000,000 yearly to check insect pests and plant diseases.

Repeal of the Walsh-Healey government contracts act is urged in a com'te report to be considered before the annual meeting of the United States Chamber of Commerce. Congress is expected to act contrariwise, reducing the minimum Government contract to which the act shall apply from \$10,000 to \$2,000.

Abandonment of Corn Price Fixing by Argentina

Argentina late in January decided to discontinue support of the price of corn at a fixed level by government purchases, the export demand having kept prices at a level remunerative to growers. In the official announcement it was stated:

The ministry of agriculture, after receipt of a favorable report from the National Commission of Grain Elevators, has acceded to a petition made by the Grain Futures Market to authorize opening of quotations for corn of the new crop. In this regard, the ministry announces it is not its purpose to establish basic prices for corn of the new crop for the same reasons which determined the recent suspension of basic wheat and linseed prices. However, the Grain Regulation Board will watch attentively the course of quotations, maintaining control measures if necessary at the opportune moment for the benefit of the producers' interests.

From Abroad

Persia has let the contract for five large grain elevators to a Danish firm.

Larvae of flies indigenous to Southern Rhodesia have been found destroying locust eggs in the Vryheid district in South Africa.

Australia's first consignment of wheat to Japan since resumption of trade relations left Sydney at the end of December and consisted of 3,000 tons.

The first official estimate of the 1936-37 corn area in Argentina, just issued by the Argentine Government, places total plantings of 16,309,000 acres, a decline of more than 13 per cent from the record plantings of 18,854,000 acres last season.

Italy's duties were reduced effectively Jan. 30 on wheat, wheat flour, corn and meal. The revised rates of duty, in lire per 100 kilos (former rates in parentheses), are as follows: Wheat 18 (32); wheat flour, 27.50 (49); white corn, 18 (32); white corn meal, 27.50 (49).

Sweden's tax on imported and domestically produced linseed cakes and linseed meal has been reduced from 0.02 to 0.01 Swedish crown per kilo, and that on other oil cakes and related products has been reduced from 0.04 to 0.03 Swedish crown per kilo, by a royal decree.

Istanbul, Turkey.—An essential in the grain policy of the Turkish government is construction of grain elevators, which is proceeding rapidly in some districts. During 1935-36 elevators were built at Ankara, Sivas, Konba, Eskisehir, Denizli, Aksehir, Balikesir, Querkooy, Safranbolu and Gelikli, and construction was started at three other points. Construction of another nine elevators is contemplated in the 1937 program. Turkish elevators in operation have a total capacity for 37,000,000 bus.

Observing the toll taken by devastating dust storms and erosion from American and Canadian prairie farms, P. F. Wall, leading South African farmer, is urging the Union of South Africa to adopt a new tenant system, with possible option for purchase, extending over a number of years, so as to encourage tenants to be good farmers. Says Major Wall: "A long lease, always subject to cancellation if the tenant is not doing his whack in the matter of improving, or at least maintaining the fertility of the soil, will almost invariably mean that the tenant, in his own interest, will give the farm a square deal," which he will not do in "three to five years, the present popular period of tenure."

Daily Closing Prices

The daily closing prices for wheat, corn, oats, rye, barley and soybeans for May delivery at the following markets for the past 2 weeks have been as follows:

| Wheat | | | | | | | | | | | | |
|---------------------|--------|------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| | Option | | Feb. 10 | Feb. 11 | Feb. 13 | Feb. 15 | Feb. 16 | Feb. 17 | Feb. 18 | Feb. 19 | Feb. 20 | Feb. 23 |
| | High | Low | | | | | | | | | | |
| Chicago | 138½ | 104¼ | 135½ | 135½ | 137½ | 137½ | 135¼ | 135¼ | 135½ | 135½ | 132½ | 130½ |
| Winnipeg | 130¾ | 95½ | 128½ | 128 | 130½ | 129½ | 127 | 127 | 127½ | 127½ | 125½ | 123½ |
| Liverpool* | 133½ | .... | 128½ | 128½ | 129½ | 127½ | 125¼ | 126½ | 125½ | 127½ | 127½ | 124½ |
| Kansas City | 131¾ | 102½ | 128½ | 128½ | 130½ | 129½ | 127½ | 127½ | 127½ | 127½ | 124½ | 122½ |
| Minneapolis | 145½ | 115½ | 141¾ | 141 | 144½ | 143½ | 141½ | 141½ | 141½ | 142 | 139½ | 137½ |
| Duluth, durum | 151½ | 120 | 147½ | 147½ | 149½ | 149 | 148½ | 148 | 148½ | 148½ | 145 | 143½ |
| Milwaukee | 138½ | 98½ | 135½ | 135½ | 138 | 137½ | 135½ | 135½ | 135½ | 136 | 132½ | .... |
| Corn | | | | | | | | | | | | |
| Chicago | 113¾ | 85¼ | 109½ | 109 | 109½ | 109½ | 109½ | 108¾ | 107½ | 107½ | 106½ | 105½ |
| Kansas City | 117 | 89¾ | 113 | 112½ | 113½ | 113½ | 112½ | 112½ | 112½ | 111½ | 110 | .... |
| Milwaukee | 113¾ | 88 | 109½ | 109 | 109½ | 109½ | 109½ | 108¾ | 107½ | 107½ | 106½ | .... |
| Oats | | | | | | | | | | | | |
| Chicago | 54¾ | 38¾ | 51 | 50½ | 51¾ | 51¼ | 50½ | 50¼ | 49¾ | 49¾ | 48½ | 46½ |
| Winnipeg | 58 | 42¼ | 55½ | 55½ | 56¾ | 56¾ | 55¾ | 55¾ | 55½ | 55½ | 54½ | 54½ |
| Minneapolis | 53 | 39 | 49 | 48¾ | 49¾ | 49¼ | 48½ | 48¼ | 47¾ | 47¾ | 46¾ | 44½ |
| Milwaukee | 54¾ | 40¾ | 51 | 50½ | 51¾ | 51 | 50¼ | 50¾ | 49¾ | 49¾ | 48½ | .... |
| Rye | | | | | | | | | | | | |
| Chicago | 119¾ | 75¾ | 111½ | 111¼ | 113½ | 114¼ | 112¾ | 112¼ | 112¼ | 111½ | 109 | 106¾ |
| Minneapolis | 114¾ | 73¼ | 106½ | 106¾ | 109½ | 109¾ | 107½ | 107¾ | 107 | 106½ | 104½ | 102 |
| Winnipeg | 114¾ | 62½ | 107½ | 107 | 110 | 109¾ | 107½ | 107¾ | 108¾ | 108½ | 105¾ | 103 |
| Duluth | 111 | 76¼ | 106 | 105¼ | 108 | 108¼ | 106½ | 106¾ | 105½ | 105½ | 104¼ | 102 |
| Barley | | | | | | | | | | | | |
| Minneapolis | 85¼ | 60½ | 80¼ | 79½ | 80½ | 80¼ | 78½ | 78¾ | 78¼ | 78¼ | 76¾ | 73½ |
| Winnipeg | 88½ | 50½ | 81¼ | 80½ | 83¾ | 84¼ | 82¾ | 83¼ | 82¾ | 82¾ | 80½ | 80 |
| Soybeans | | | | | | | | | | | | |
| Chicago | 161 | 120½ | 158¾ | 158 | 158½ | 157½ | 156¾ | 157½ | 157 | 157¾ | 156¼ | 154 |

*At daily current rate of exchange.

Grain Movement

Reports on the movement of grain from farm to country elevator and movement from interior points are always welcome.

Lilly Chapel, O., Feb. 18.—We have just finished drying 15,000 bus. of corn and wheat from the Early & Daniel Co., of Cincinnati, O. The grain was in the flood.—Sark & Plum, Inc.

Winchester, Ind., Feb. 22.—Corn is moving rather freely, about equally divided among the regular grain dealers and the truckers. The quality is getting poorer all the time.—Goodrich Bros. Co.

Saunemin, Ill., Feb. 9.—The greater part of our corn crop has moved out from this section. Seed business beginning to pick up. Big demand will be for sweet clover seed.—Saunemin Elevator Co., Geo. J. Carson, mgr.

Cropsey, Ill.—A lot of grain is being moved here, about 60% out of the country. Fewer cattle and hogs are fed this year on account of grain being so high. Sidelines business has been good this past year.—Cropsey Co-op. Grain Co.

Vancouver, B. C.—January receipts of grain at Vancouver-New Westminster elevators were: Wheat 2,815,663 bus., oats 151,907, flaxseed 9, compared with wheat 5,097,000 bus., oats 301,060, in January, 1936.—E. A. Ursell, Dominion statistician.

San Francisco, Cal.—January receipts of grain were: Wheat 960 tons, barley 672, oats 160, corn 40, beans 13,500 sacks, compared with wheat 3,780 tons, barley 26,566, oats 200, corn 160, beans 24,500 sacks, in January, 1936.—James J. Sullivan, chief inspector, Grain Trade Ass'n.

Philadelphia, Pa.—Receipts of grain during January were: Wheat 244,682 bus., corn 1,046,086, oats 35,899, rye 19,572, barley 2,855, compared with wheat 106,708 bus., corn 120,296, oats 58,631, rye 1,173, in January, 1936. January shipments of wheat were 228,000 bus., compared with 135,601 bus. in January, 1936.—John H. Frazier, Commercial Exchange.

New York, N. Y.—January receipts of grain were: Wheat 249,900 bus., corn 972,400, oats 46,200, rye 1,700, flaxseed 269,280, compared with wheat 1,416,100 bus., corn 24,000, oats 15,400, rye 1,700, in January, 1936. January shipments of wheat were 1,554,000 bus., compared with 3,242,000 bus. in January, 1936.—Produce Exchange, Dept. of Information & Statistics.

New Orleans, La.—January receipts of grain were: Wheat 2,800 bus., corn 750,458, oats 13,964, rye 1,500, compared with wheat 54,177 bus., corn 6,000, oats 2,000, barley 1,600, in January, 1936. Shipments during the same period were: Wheat 28,011 bus., corn 243,385, oats 6,647, rye 1,500, barley 1,600, compared with wheat 10,695 bus., corn 31,795, oats 9,394, in January, 1936.—J. M. Wilkie, chief inspector, Board of Trade.

Peoria, Ill.—January receipts of grain were: Wheat 145,800 bus., corn 1,300,600, oats 146,000, rye 187,200, barley 357,000, soybeans 98 cars, compared with wheat 124,800 bus., corn 1,223,300, oats 252,400, rye 198,600, barley 261,800, soybeans 53 cars, in January, 1936. Shipments during the same period were: Wheat 200,400 bus., corn 519,400, oats 228,000, barley 183,400, compared with wheat 124,800 bus., corn 428,800, oats 216,000, rye 24,000, barley 85,000, in January, 1936.—John R. Lofgren, sec'y Board of Trade.

Decatur, Ill., Feb. 20.—Moisture in corn receipts has shown no improvement for the past five or six weeks; most of the corn grading No. 4, a small percentage No. 3, and some No. 5 and sample grade. Looks as tho it might be advisable to move this high moisture corn before long. Some improvement in the demand for oats, however the country is indifferent about moving oats they have on hand. Truckers are paying five cents over track bids, and are hauling the oats out of the territory.—Baldwin Elevator Co.

St. Louis, Mo.—January receipts of grain were: Wheat 881,000 bus., corn 2,781,000, oats 765,500, rye 30,000, barley 224,000, soybeans 44,000, compared with wheat 1,008,400 bus., corn 1,508,000, oats 786,000, rye 52,500, barley 193,600, soybeans 67,500, in January, 1936. Shipments during the same period were: Wheat 996,000 bus., corn 924,000, oats 352,000, rye 19,500, barley 45,800, soybeans 8,000, compared with wheat 935,250 bus., corn 629,300, oats 460,000, rye 63,000, barley 80,100, soybeans 100,500, in January, 1936.—W. J. Krings, sec'y Merchants Exchange.

Cincinnati, O.—January receipts of grain were: Wheat 49,600 bus., shelled corn 147,000, oats 72,000, rye 4,200, barley 1,600, buckwheat 1,600, soybeans 4,200, compared with wheat 371,200 bus., shelled corn 202,500, oats 104,000, rye 21,000, barley 3,200, soybeans 1,400, in January, 1936. Shipments during the same period were: Wheat 150,400 bus., shelled corn 226,500, oats 18,000, rye 1,400, compared with wheat 331,200 bus., shelled corn 286,500, oats 24,000, rye 7,000, in January, 1936.—John O'Hara, in charge of inspection and weighing, Board of Trade.

Evansville, Ind.—The Ohio River flood during the last week in January and the first two weeks in February did a great deal of damage in southern Indiana, southern Illinois and western and northern Kentucky. Many farmers living in Union township, Vanderburgh County, Ind., suffered heavy losses, much of their grain having been lost. Some livestock also was lost, but a great deal of this was rescued thru the Red Cross, assisted by John F. Hull, county agent of Vanderburgh County. Growing wheat was under water for several weeks, but it is not believed the crop has been seriously damaged. Much corn stored in cribs along the Wabash River was lost.—W. B. C.

Ottawa, Ont., Feb. 18.—Canadian wheat in store for the week ending Feb. 12 decreased 2,778,695 bus. compared with the previous week and 139,985,867 bus. compared with the corresponding week in 1936. The amount in store, including 2,210,764 bus. in rail transit, was reported as 94,816,070 bus. compared with the revised figure of 97,594,765 bus. for the previous week and 234,801,937 bus. for the week ending Feb. 14, 1936. Wheat marketing in the Prairie Provinces for the week ending Feb. 5 amounted to 448,124 bus., a decrease of 58,495 bus. from the previous week when 506,619 bus. were marketed. During the corresponding week a year ago the receipts were 571,929 bus.—R. H. Coats, Dominion statistician.

Rep. V. F. Harrington of Sioux City has introduced a \$20,000,000 seed and feed bill.

Hybrid Corn

[Continued from Page 151]

of July or the first of August. Corn produced by the detasseled plants in such a setup is double-cross hybrid seed.

Hybrid seed corn should be harvested just as soon as it is mature, before it can be injured by early freezes. After picking it should be dried as quickly as is consistent with safety.

Some large producers dry hybrid seed ears by blowing air heated to 100 deg. F. thru the corn as it is piled in a tight-sided bin. When the moisture in the corn is reduced to about 13% the ears may be shelled and the corn stored in sacks. Whether stored as ear corn in bulk or as shelled corn in sacks, hybrid seed corn should be placed in a room provided with heating equipment so that in cold weather heat can be supplied, preventing the corn from absorbing moisture from the air.

The best measure for valuing hybrid corn is its field performance compared with the locally adapted open-pollinated corn commonly grown. In 1935 a comparison was made in 15 fields located in representative areas of Illinois. The average yield of sound corn of the five best hybrids was 84.2 bushels per acre. The corresponding yield of the five best open-pollinated varieties was 69.2 bushels per acre, an increase of 15 bushels per acre for the best hybrids. In north-central Illinois the increase for the best hybrids was 20.3 bushels per acre.

"Hybrid" is no guarantee of superiority. The proof of a good hybrid corn is field performance. Seed of a particular hybrid should be ordered only after studying its performance record.

Light Movement at Duluth

The northwest has had five crop failures in the last six years and Duluth being a surplus market suffered intensely on account of it. That is, grain is drawn to this market only as the milling and shipping interests require and these needs were strikingly small in recent years. In fact there has been no export business to speak of in the past five years, due to unfavorable market conditions and price competition which made the working of business impossible. Instead, on the other hand, imports from foreign countries had to be made in order to fill consumptive and feeding needs the past year.

Grain receipts in this market have dwindled to a near vanishing point and resulted in narrowing cash trade to a minimum for the time being. The daily scanty offerings is no incentive to buyers' aggressiveness or any indication that they are likely to change their present indifference to operate. Demand remains of the lightest order in the face of the meager offerings displayed, being practically too small to bring out buying interest creating a market within the definite established trading limits. Millers and feeders unable to secure sufficient working supplies from track arrivals are drawing on stored stocks in elevators at terminals.

Buffalo Conference on Grain Standards Amendments

The first of the conferences on contemplated changes in the rules for grading grain was held at Buffalo, N. Y., Feb. 19, in the directors' room of the Corn Exchange with about 50 in attendance.

E. C. Parker, chief of the Grain Division, presided over the informal meeting, which part of the time split into separate rooms, one group discussing wheat and the other corn, Willis Combs of the federal grain supervision assisting.

No objections were offered to the proposed changes in the barley standards, and they were declared satisfactory to the Buffalo and eastern trade.

The sentiment of both processors and buyers of oats was to leave the definition for cereal oats as now written, making no changes in the percentage limits. It was stated that all cereal oats to which the special designation applies are now ground into feed. If a change in name was desired by other markets no objection would be offered to this change.

The New York State Millers Ass'n favored the limitation of shrunken wheat at the lowest possible point the department considers practical. The Ass'n prefers a 3 per cent limit, but realizes this is too low for application to country wheat. Small mills who have not their own buyer at primary markets claim to be badly handicapped by the present deliveries of wheat containing shrunken kernels.

The shrunken wheat proposals as well as the controversial subject of the methods for determining cracked corn and foreign material in corn, introduced by the Chicago Terminal Elevator Ass'n were referred to Buffalo Corn Exchange Com'tes for further study and recommendations.

C. D. Sturtevant, and W. H. McDonald of Chicago Board of Trade, proposed the use of new sieves in the grading of corn. Its effect would be to permit the marketing of moist corn at a higher price for the shipper than otherwise, as well as to provide satisfactory grading of kiln dried corn, thereby assuring better deliveries to processors.

Most of the suggested amendments were concurred in by the Board of Trade representatives. They oppose, however, a suggested change from 20 to 25 per cent in reference to the percentage of thin oats. The proposed change, it was pointed out, "would result in materially lowering the quality of oats deliverable on futures contracts."

Relationship of Cash and Futures Markets

By RALPH H. BROWN, Chicago, Ill., before Ass'n of Grain Commission Merchants

In the early stages of the development of the grain business, transactions were solely on the basis of cash prices. As the marketing processes were broadened, and grain began to be contracted for, for forward shipment, it was from this type of early cash trading that the futures markets developed. The futures gradually and naturally exceeded in time, the cash markets in the making of cash prices. To-day, futures prices are traded in many months before the new wheat crop comes to market, and in that sense precede the cash prices; hence they naturally become the basis or yardsticks for measuring the cash prices.

Reflecting Futures Price Back to Country Points.—Let us say that about Feb. 1, the current or May future closed for that day at \$1.25. The merchant operating a large terminal elevator in Chicago figures his costs to carry wheat from then until May. His bid for No. 2 red winter wheat f.o.b. Chicago would be \$1.22 (or basis 3c under May). The Chicago commission merchant could net the local dealer at the interior shipping point that price less the commission of $1\frac{1}{2}$ c per bushel, or \$1.20 $\frac{1}{2}$ Chicago (or basis 4 $\frac{1}{2}$ c under May net Chicago). The local dealer deducts his freight costs of 7c per bushel and finds that that bid nets him his track \$1.13 $\frac{1}{2}$ (or $11\frac{1}{2}$ c under May). The local elevator manager figures that it costs him about 3c per bushel to handle grain thru his local plant, which includes his operating costs plus a small profit for his own income, which equals \$1.10 $\frac{1}{2}$ to the producer delivered the local elevator. Here at this point wheat is seldom priced to the producer "basis the future", but actually what the local dealer is doing is pricing it $14\frac{1}{2}$ c under the future. As the Futures market fluctuates the local elevator or market price is therefore approximately $14\frac{1}{2}$ c under Chicago May for No. 2 wheat delivered the country station. At terminals and other larger markets these basis prices follow the fluctuations thru each day's market rather generally, where trading is done in carloads and larger lots.

Sales out of Chicago Market.—The wheat costs the Chicago merchant \$1.22 per bushel, and he probably would be willing to sell that wheat after transferring it thru his elevator, for the purpose of weighing it, at \$1.24 per bushel, allowing 1c per bushel for transfer and elevation, and 1c for profit margin. Consequently the Chicago merchant's offerings that night from his stock of wheat might be \$1.24 per bushel f.o.b. Chicago (or basis 1c under May for quick shipment).

The miller at a point in Michigan knowing his freight costs from Chicago can therefore quote his flour prices, for he knows that he can buy wheat in Chicago basis 1c under May, that night, or before the next morning opening of the market, and during the next day at this same differential subject to market (futures) changes. This enables him to proceed with his business of selling flour without checking at frequent intervals to secure a new price on his raw material.

These price bases are usually offers good over night and before the next day's opening at the closing price of the future, and usually good the next day or for several days subject to the changes in futures prices. The reason for the Chicago merchant's willingness to make such bids and offers is that he is usually always hedged 100%, and when he makes a purchase or sale of say 5,000 bus. of cash

wheat he will immediately make a sale or purchase of an equal quantity of May Futures to maintain this "even" position on the market.

Cash Prices Normally at Discount.—In years of large or normal crops, it is usual for the cash prices to start at a discount under the next current future to cover the approximate costs of this storage, handling, and carrying. If the September future is for example, trading at \$1.10 in Chicago, the early August cash price may be \$1.08 f.o.b. Chicago or 2c under Sept. No. 2 red or No. 2 hard winter wheat. The December future may be about \$1.14 $\frac{1}{2}$ and the May about \$1.22. If a person were to store wheat in a terminal elevator, rather than take the price of \$1.08 for wheat in early August, even tho May wheat was quotable at \$1.22, his storage, interest, and insurance charges, etc., would be approximately 14c for this period August to May.

So it is considered normal for the deferred futures to reflect the cost of carrying the wheat in storage, and for the spot market in early August to be at a discount under the next current future, to reflect these same costs. It is also considered normal for these cash prices to narrow their spread or discount under the next current future, as they approach the delivery month, i.e. the cash prices tend to gain on the futures prices. Selected fancy grades of wheat (wheat with extra heavy test weight per bushel, or wheat of high protein) will often command premiums over the current future price. The reason for this is that the average or delivery qualities of wheat will be quotable at the futures price in the current delivery month, for they are actually interchangeable with the future (either to make or take delivery); that is, the owner of 5,000 bushels of 2 red winter wheat in a public warehouse (regular) in Chicago, can get the exact September future price for this wheat in September—reversely, he can buy 5,000 bushels of September futures and take delivery.

Futures markets usually fluctuate more quickly than cash markets, and therefore may be said to usually lead the cash markets. The reason is that futures commission houses have usually a more widely developed system of securing the news thru branch offices located in the grain centers connected by private wire systems, private forecasters and statisticians, and contacts with news agencies and special services. Cash dealers, for the most part do a hedging business, and therefore depend on the futures market to reflect this news.

Other variations or differences between the cash and futures prices may be said to result from the fact that each cash price reflected a specified grade of wheat, whereas futures prices may be made up of many and variable grades.

Futures Price Reflect Available Grades.—The futures prices therefore, will usually reflect the grade or grades of wheat, depending on crop and market conditions, which it is most profitable for the merchants and elevators to mix and assemble at the particular season. As a crop year develops, this may change from one delivery month to another, depending on the supply and distribution of the various types of wheat in storage and in the territory tributary to the market. It may change from one class of wheat to another, or from one grade to another. In the winter months, hard wheat may be in demand and at

a premium due to the closing of lake navigation, and therefore a lessened competition from Northwestern hard spring wheats, and No. 2 red winter would be the delivered grades. In the spring months, the cash demand may be dull, and new crop futures may be selling at a considerable discount due to new crop conditions, consequently elevators will be prone to deliver both hard and red wheats, and even in some cases the No. 1 grades, rather than carry them into a new crop at a wide discount.

Short Crops Reverse Relationship.—In years of drouth or short crops, the reverse relationship tends to exist. Cash prices are high due to scarcity of supply, and remain at a premium over the future, sometimes even during the period of heaviest marketing. This may be due to the keen competition among mills to secure an adequate supply of wheat, and among the merchants to secure an adequate stock of wheat, in order to be able to furnish their regular mill customers with their needs as the marketing season progresses. Because of the scarcity also, the premium or selected types of milling wheat sell at a higher price than an average grade of deliverable quality. The next current delivery future may be selling at a slight discount under the spot basis, because the force of the urgency of the demand is focused on the present at such times.

As the next current future approaches it will tend to advance to the level of the cash prices for the same reason—and also this is partially due to the fear of inadequate supplies of wheat, in which event even the ordinary grades may be urgently needed to fill milling requirements. Consequently cash premiums are maintained during the entire marketing period, and each next current future tends to approach the high level of cash prices as the delivery period approaches.

The only deviation occurs in the May future, when the new crop prospects are very much improved and the outlook is for a larger or normal crop—the high premiums tend to disappear in May, when the July is trading at much reduced prices. There is a slowing up in cash buying, and merchants are prone to deliver as much of their old crop supplies as they feel they will be unable to sell at satisfactory prices before the new wheat is available to the mills. In such years cash and futures prices may begin the crop year high, advance still higher toward midyear when the fear of adequate supplies becomes more acute, and then irregularly decline as the time approaches for the new crop period or more adequate supplies.

This may be compared with the normal seasonal trend of cash prices, which is definitely up as the crop year advances (9 year period 1921-30 the August to April average advance of prices for wheat was 9c). In such abnormal crop years therefore the price trend is irregular, and the relationship of cash and futures is irregular. This increases the problems of the merchant who must carry a stock of wheat to take care of his regularly established milling trade, to secure an adequate handling charge, and to properly place his hedges to secure his best protection from price changes.

The object of utilizing various grades and classes of wheat as satisfactory delivery on the futures contract, is to broaden the service of the Futures market. Hedgers from different areas of production, where different varieties and classes of wheat are grown, can deliver if necessary or desirable. That makes the market an attractive hedge for them. Having several grades within each subclass of wheat broadens the possible deliverable wheats, and lessens the possibility of any "technical tightness" of the supplies during a delivery month. On an average, however, it is desirable that the future reflect a basic grade. By fixing the differentials (premiums and dis-

counts for various deliverable grades) in advance of trading in the future, tends to force the future to reflect the lowest deliverable grades. The basic grade therefore represent the "lowest strata" of quality within the grade. This aids in maintaining a uniform relationship between the cash and futures prices. Providing premiums and discounts above and below the basic grades also allows the seller of a future (hedger) more leeway in the event he finds it necessary to make delivery. The premiums are usually set at narrower differences than normally prevail in commercial channels, and the discounts set at wider differences, so as to assist in causing the future to reflect the basic grade.

Preponderant Grades at Three Futures Markets.—It is the custom of the grain trade to consider the following basic types or classes of wheat with the following futures markets: Kansas City, hard red winter wheat; Minneapolis, northern spring wheat; Chicago soft red winter and hard red winter. In the years 1920-29 No. 2 hard and No. 2 red winter wheat comprised from 28@58% of the Chicago inspections, except 1920. This shows that the proportion of the basic grades are fairly large and fairly dependable, so that there is usually a likelihood of ample deliverable stocks of wheat. Of course the processes of conditioning, blending, mixing, cleaning, etc., usually results in increasing the supply of No. 2 wheats. Frequently a large quantity of No. 3 wheats can be expertly blended with a small quantity of No. 1 and fancy wheats to make an average quality of No. 2 wheats. If there is a small deliverable supply of grain within a contract market, and a large open interest or total open trade in that market, and processors or mills or other buyers desire to take delivery, abnormal relationship of cash and futures develop, and decrease the service of the futures market. In such events abnormal price advances occur in the future in that particular market, until the prices justify bringing grain into that market from wider territory or even from other futures markets, to satisfy the demand concentrated in the particular market. Therefore it is well always to have ample stocks in these contract or futures markets—ample to meet any normal demand that might develop within the trade in that market, to make or take delivery.

Therefore it will be seen that the normal, ideal, or expected developments in a crop or marketing year, is for the cash prices to rise in relation to the future as the delivery month approaches, and as the crop year advances, reflecting the cost of carrying the cash wheat in storage. Further that the cash and futures prices should tend to move together from day to day, and from month to month, during the crop year in the various fluctuations of the market. Under such set of circumstances, the futures market performs its major service to the country, that of absorbing the risks of major price fluctuations, so that the various dealers, millers and processors in the industry will therefore handle the commodity on the narrowest of margins—this in turn reflects to the benefit of both producer and consumer in narrowing the spread between their respective prices.

The extent to which farm income can be increased by limiting production is almost reached. Mordecai Ezekiel, statistician of the United States department of agriculture, declared at the Chicago meeting of the Farm Economic Ass'n.

The January grind of corn by 11 manufacturers of starch, syrup, sugar and derivatives amounted to 5,496,737 bus., against 6,043,736 bus. in January, 1936, and 4,050,712 bus. in January, 1935. For the year 1936, the total grind was 72,066,839 bus., a considerable increase over the 56,162,883 bus. ground in 1935, as reported by the Corn Industries Research Foundation.

Hybrid Corn

By PROF. GEORGE H. DUNGAN, University of Illinois.

Hybrid corn, largely a development of the last ten years, has not yet come into its full possibilities. The future is very promising. More corn improvement has been accomplished by the hybrid method than by any other method in all recorded history.

Hybrid corn is a cross, but it is not merely a cross between two open-pollinated varieties. A cross between open-pollinated Krug and open-pollinated Reid Yellow Dent would not be considered a hybrid. Hybrid corn is a cross between inbred lines. The common definition is: "Hybrid corn is the first generation cross involving two or more inbred lines."

An inbred line is a strain of corn developed by self-fertilization thru several generations. The pollen from a plant is transferred by hand to the silks of the same plant. After four or five generations of "selfing" the strain is considered pure enough to be used in making hybrids. Only a few of the thousands of inbreds made by corn breeders have value in making hybrids. The value can be discovered only by combining them through cross pollination into hybrids and then by testing these hybrids in the field to get an index of their performance. Good inbred lines, discovered in this way, may be used to make different kinds of hybrids. Important corn hybrids are single crosses, three-way crosses and double crosses.

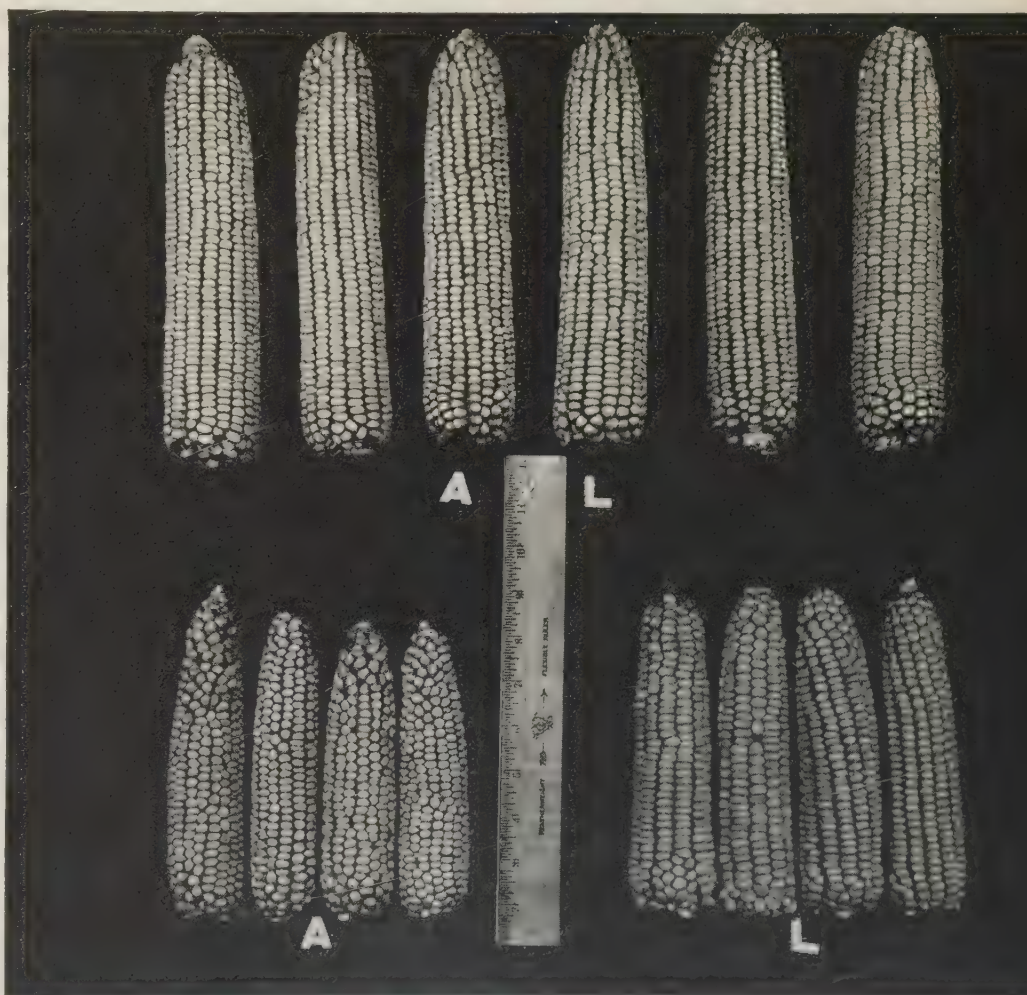
A single cross is a first generation hybrid between two inbred lines. Commercially it is made in an isolated field, planted to two

inbred lines. One inbred occupies one row and the other occupies two rows alternately across the plot. The inbred in two rows is detasseled before any pollen is shed. Thus all the pollen in the field is produced by the other inbred which has not been detasseled. Corn produced on the plants in the detasseled rows will be the result of cross fertilization and is single cross hybrid seed. The corn on the plants that have not been detasseled will not be hybrid seed, since it was produced by pollen from plants of the same inbred. Single crosses are used mainly as foundation stock for three-way and double-cross hybrids.

A three-way cross hybrid is made by crossing a single cross hybrid with an inbred line. Usually the single cross is used as the ear parent, the inbred line as the pollen parent. Very good commercial hybrids are some three-way crosses, but most hybrids in commercial use are double-crosses.

A double-cross is the result of combining two single-cross hybrids. This is done by interplanting in an isolated field. Three to four rows are planted with the single cross hybrid which is to be ear parent and one row with the single cross which is to serve as pollen parent. The plants in ear parent rows are detasseled before any pollen is shed. Removing the tassels as they emerge requires going thru the field every day, or at least every other day, for two weeks during the last part

[Concluded on Page 149]



Mother (inbred A), Father (inbred L) and Children (single cross, AxL). AxL is a single cross hybrid that is used as a foundation in some good double cross hybrids.

Minnesota Farmers Elevators Hold Largest Meeting

The 30th Annual Convention of the Minnesota Farmers Grain Dealers Ass'n held in Minneapolis Feb. 16, 17, 18 attracted the largest attendance in the history of the ass'n. Not only was the registration the largest, nearly 1,000 but the attendance at each session broke all records.

PRES. OSCAR OLSON of Truman opened the first session by reading his annual address from which the following is taken:

Pres. Oscar Olson's Address

We have had a splendid increase in membership and our Association is in its strongest financial status.

It is becoming apparent to all that it is absolutely necessary that we maintain a strong organization to present our needs and to defend us from unjust and discriminating taxes and legislation.

The present mortgage law and threshermen's lien laws in many cases make mere collection agencies of grain elevators. We need better laws in the regulation of trucks. I wish to thank independent and line elevators as well as the grain trade in general for the splendid co-operation they are giving to remedy these evils.

With the many new taxes and laws that are increasing the cost between producer and consumer it is very evident that it is going to take the best of leadership to maintain this balance, which is essential to continued prosperity.

It is to the interest of all and especially farmers elevators as they both buy and sell for the farmer that we do all we can by using the most modern machinery and merchandising methods to narrow the spread between producer and consumer.

Country Feed Grinding and Mixing Profitable.—Due to the great overhead cost in the large cities, farmers elevators are finding it profitable to make complete feeds, clean and process grain in their own plants instead of shipping it and having it done at terminals. In the future most of the manufacturing is going to be closer to where the raw products are produced. Work is already done to establish small crushers out in the smaller towns where soybeans are raised, extracting the soybean oil and making the soybean meal so a high protein concentrate is manufactured and available in the local community.

Without question a machine will be perfected in the near future that will force hot dry air thru bins of the country elevator, reducing the moisture content, thereby drying the grain to keeping qualities. This is going to solve the present problem of wet or damp grain from shock threshing and combining, also damp corn when we have seasons in which it does not properly mature. We elevator men must be ready to take advantage of these rapid changes.

During the past year we have had a rising grain market very favorable to our elevators as a whole but we must keep in mind the old saying, "what goes up, comes down," so this is a very favorable time to reduce indebtedness, modernize equipment, stabilize the business by adding more side lines and finding ways that an elevator can be of greater service to its stockholders and patrons.

I wish to congratulate the many elevators and our able Secretary Mr. Nelson for the good work he is doing to bring most of our elevators under the co-operative law which provides for the setting aside of the first patronage dividends equal to a membership or share of stock for a membership or a share of stock in the local farmers elevator. The reducing of the par value of membership or stock has made it easier to obtain new members. I believe a system should be worked out by the farmers elevators of Minnesota so that when a farmer moves or retires, he will be paid in cash or merchandise for his membership or stock or have it transferred to the Farmers elevator company in the locality into which he moves.

The Futures Market Helpful.—I believe our organization believes in maintaining a futures market. It is clearly demonstrated last fall when receipts of grain at the terminals was the largest, we had the most rapid advance in grain prices, as it was impossible for industry to absorb such large receipts for immediate use, we must give credit to the advance in prices being largely due to the buying of futures by the public, which added millions of dollars of additional income to the farmers due to the advanced prices for grain.

We can plainly see in the livestock, poultry and dairy markets where futures do not play so prominent a part that large receipts have a

much more depressing effect on prices the farmer receives for the above produce.

Let it be our earnest prayer that we may all get sufficient rainfall in 1937 when needed, so as to produce a normal and much needed crop. Then I can only see optimism ahead and sincerely believe that our organization will continue to grow in strength and service, making the Farmers Elevator Association of Minnesota of the greatest value to you of any time in its history.

SEC'Y A. F. NELSON, Minneapolis, in his report of the year's activities said:

Sec'y A. F. Nelson's Report

Thirty years have elapsed since pioneers and friends of the local farmers co-operative elevators met in the reception room of the mayor's office in Minneapolis and organized the Farmers Elevator Ass'n of Minnesota. Thirty-seven elevator companies responded to the roll-call at this first regular meeting in December, 1907, and we are happy to note, that after nearly a third of a century, representatives of 23 of these same elevator companies register at our conventions, and as far as we are able to ascertain have been continuous members during the entire period from its organization to the present time.

Since 1907 this Ass'n has grown from a small representative group having no central headquarters from which to operate, to an incorporated ass'n having approximately 240 members, with headquarters occupying 7 rooms on the 5th floor of the Phoenix Bldg.

Our contacts with department heads of various industries identified with our group, places the Ass'n officers in a strategic position to speedily adjust and settle for its members many problems that otherwise might take a long period of time, coupled with great expense.

One morning about two weeks ago this office received a long distance phone call from one of our members in which he advised that his elevator was "blocked" for want of empty cars; and that he had placed "order upon order" with no results, and further that he had spent considerable money for wires, in an attempt to get empties; all to no avail, and if he didn't get relief at once he would be forced to lock the doors of his elevator. It had been several years since this office had handled a "car shortage complaint," in fact, it had been so long that the officials had almost forgotten which "button to press." This phone call came in about 10 a. m. In a short time the proper railroad official had been located and investigation promised. By four o'clock the same day this office received the following short communication: "Spotting four or five cars at G..... today, more tomorrow." The next day we received the following good letter from the member we served, which we quote in part:

"We received 12 cars and will have them loaded by tonight. . . . We want to thank you very kindly for the interest shown us and want you to know that your help was very much appreciated. You certainly got action."

In carrying out the service of the Ass'n, the secretary, during the past year, has answered 97 calls to meet with boards of directors, or attend annual meetings of member companies. In addition to these calls, 16 elevator boards have called at the office to discuss various problems. This does not include office calls made by a large number of managers when in the city, or calls made at their elevators when passing thru their cities.

Every department of our Ass'n shows a marked increase over last year in functions performed.

Income Tax Returns.—This work of preparing income tax returns is getting more technical every year. Experience has demonstrated that it is a loss of time and money for a novice to attempt to complete these highly technical returns and that our companies are, as a rule, money ahead by engaging an income tax man to complete this report.

Service Letter.—During the last year our Ass'n Service Letter has been mailed regularly to the pres., sec'y and manager of all member companies. Inasmuch as this letter depicts the activities of the Ass'n and reports the findings of representatives who have sat in on various conferences, we will not in this message attempt to cover reports already made. We think, however, a brief reference should be made to the crop insurance program to the effect that it appears almost certain that crop insurance of some kind or a program involving country storage of grain is in the offing, and as an industry we should adapt ourselves to serve this new venture as warehousemen of grain.

Commodities Handled.—Our research department has recently completed a survey of various kinds of merchandise handled by members of our industry. We submit their findings in the following table, with 1925 and 1935 comparisons:

| Commodities Handled | | | |
|--------------------------|------|------|------|
| | 1936 | 1930 | 1925 |
| Coal | 279 | 302 | 284 |
| Feed | 227 | 276 | 266 |
| Flour | 176 | 213 | 239 |
| Twine | 216 | 202 | 165 |
| Salt | 175 | 183 | 148 |
| Seed | 196 | 190 | 132 |
| Mixing feeds | 183 | 207 | 143 |
| Oilmeal | 210 | 228 | ... |
| Tankage | 203 | 199 | 170 |
| Posts | 65 | 85 | 58 |
| Wire | 52 | 56 | 37 |
| Insecticides | 41 | 27 | ... |
| Wood | 40 | 47 | 3 |
| Potatoes | 16 | 12 | ... |
| Fertilizer | 89 | 91 | ... |
| Oyster Shells | 155 | 139 | ... |
| Phosphates | 41 | ... | ... |
| Implements | 93 | 84 | 77 |
| Livestock | 17 | 35 | 40 |
| Feed grinding | 205 | 101 | ... |
| Oil | 37 | 27 | 37 |
| Gas | 14 | 7 | 6 |
| Tile | 28 | 40 | 49 |
| Hay | 40 | 27 | ... |
| Tires | 5 | 5 | 15 |
| Building materials | 13 | ... | ... |
| Tractors | 21 | 13 | 13 |
| Wool | 10 | 9 | 9 |
| Radios | 9 | 3 | ... |
| Autos | 7 | ... | ... |
| Feed mixing | 7 | ... | ... |
| Hardware | 19 | 9 | ... |
| Paints | 18 | 1 | ... |
| Hulling | 2 | ... | ... |
| Cement | 15 | 17 | 22 |
| Bricks and lumber | 23 | 17 | 23 |
| Sand and gravel | 8 | 13 | 10 |
| Repairs | 2 | ... | ... |
| Poultry | 2 | ... | ... |
| Eggs | 1 | ... | ... |
| Hides | 2 | ... | ... |
| Distillate | 1 | ... | ... |

At least three of our farmers' elevators in Minnesota are celebrating the fiftieth year of their continuous existence. These are the Hazel Run Produce Co., Hazel Run; Farmers' Elevator Co., Watson; Farmers & Merchants Co-op. Ass'n, Litchfield. The Underwood Grain Co. is celebrating its 51st year of existence. We are naturally proud of the fact that all of these old companies are local members of the state Ass'n.

Disturbing Factors.—There are a few factors, included in efficient management that will tend to curtail the activities of a local co-operative elevator and ultimately nullify its activities unless they are checked and corrected in time. Perhaps the most outstanding of these are the following:

Discension within your own ranks.

Neglect by the local Association to adequately meet the problem of "dead" stock.

Lack of sufficient and timely local advertising.

Neglect by local association to secure adequate and dependable accounting.

Lethargy on part of officials who are entrusted by the stockholders with the guidance of their enterprise.

Co-operatives Exempt from Income Tax.—A large portion of our farmers co-operative elevators are eligible to secure a letter of exemption from the Treasury Department relieving them of making out and filing an income tax return. Why all those eligible are not availing themselves of the opportunity is somewhat of a mystery.

Co-operative ass'ns engaged in marketing farm products for farmers and turning back to the producers the proceeds of the sales of their products, less the necessary operating expenses on the basis of the products furnished by them, are exempt from income tax and shall not be required to file a return. Co-operative ass'ns engaged in the purchasing of supplies and equipment for the producers at actual cost, plus the necessary operating expenses, are also exempt.

In order to become exempt, you must, however, make application, and ass'ns desiring to claim exemption will be required to submit all information requested on Questionnaire Form 1028 together with a certified copy of articles of incorporation and by-laws, the latest financial statement showing assets, liabilities, receipts and disbursements, and such other exhibits and data as will support the application for exemption.

Tuesday Afternoon Session

This was the manager's session, and the large audience was well repaid by the interesting and informative talks and discussions which ensued.

PRES. OLSON introduced Perry Williams, who, for the Mayor, extended the city's official welcome. Pres. Olson responded.

H. L. MIKELSON, Okabena, pres. Minnesota Southern Manager's Ass'n took the chair. OTTO A. ZIMMERMAN, Minneapolis, well known barley expert and now chairman of the Minnesota Board of Appeals in his talk on: Is Barley Selling on its Merits or on Geographical Location? said:

Is Barley Selling on Its Merits?

Barley is being bought both ways, on its merits and geographical location.

It is well known that certain localities, due to soil and climatic conditions, produce good mellow malting barley.

Wisconsin, Iowa and Minnesota have large areas where soil and climatic conditions are suitable for the growing of mellow barley for which the maltsters are willing to pay a premium.

Some sections in the Dakotas produce good malting barley, and I have seen seasons in my over thirty years as a barley buyer and inspector when a much larger area than usual would produce a good grade of malting barley.

On account of soil conditions a large part of the Dakotas and parts of Minnesota usually grow a hard bluish type barley not desired by most of the maltsters and that has to be sold at a price much below the mellow, starchy barley, especially in years of scarcity of the mellow type. This is especially true the last two years.

It is the practice of the barley dealers and maltsters at the beginning of the new crop movement to ascertain as soon as possible what section of the barley growing territory has produced the best barley for malting purposes; and in years of scarcity fancy premiums are paid the districts that have barley most desired by maltsters over the sections that have the less desirable types which have to go largely for feed.

Truckers Disrupt Market.—Before the development of the modern highway and truck, barley was shipped from the section in which it was grown directly to the terminal markets or the maltsters; but with the development of the highway and trucks, a new condition developed, which, judging from complaints is plaguing the country elevator man in some parts of the northwestern states.

It seems that the truckmen discover very quickly what stations are receiving the top prices for barley and start taking advantage of conditions by transporting barley from less desirable stations to the ones enjoying the best market price. With the unwitting help of the elevator man, who buys the barley from him, makes a good profit and as long as the less desirable barley is not too heavily mixed with the better barley from that particular station.

In many instances the premiums for that station are lost as the careful buyers will scrutinize more carefully barley from that locality.

It was not known for a long time to what extent the truckmen were operating in this way and no doubt the barley buyers in the terminal markets and maltsters relied too much on the reputation established for the stations at the beginning of the new crop movement and it is my opinion that some of the buyers relied too much on geographical reputation.

It is my opinion that the cure for this condition is with you elevator men. You will either have to confine yourselves to the purchasing of barley from your own locality or when a truckload of barley comes from a distance put a price on it more in line with what that barley would bring in the terminal market if shipped from the locality in which it originated. Thus by taking the profit out of that trucking of barley, the practice would cease. Of course, we all know how hard it is to pass up an opportunity to make a profit, especially in years of short crops and the pickings are light. But if you men want to get the trucker out of the grain business, you will have to forego the chance of the extra profit you think you're going to make out of him.

FRED STEINHAUSER, Mountain Lake. We do not sell to trucks, neither do the other farmer's elevators in our section. If all elevators did this the truckers would not be such a menace.

A manager suggested that barley be bought on protein, but Mr. Zimmerman stated he was of the opinion this would cause too much trouble.

BERT MILLIGAN, Westbrook. You are talking about hauling barley out, what about hauling it in? When a truck comes in with a mixture we bid the price down, but they all do not do that. Our station is losing its reputation as a good malting barley point.

MR. ZIMMERMAN: As soon as a reputation is built up as a station shipping good malting barley, trucked in barley is shipped and as soon as the maltsters find it out, that station loses out and its producers suffer.

A MANAGER: If buyers in the good barley sections would stop buying from any one we can maintain the reputation of the section as producing the best malting barley.

A. C. WETTESTAD, Brookings, S. D.—In our section we top the market 2c higher than Wisconsin barley. I believe climate has much more to do with making malting barley than soil. If we can get the right kind of weather in South Dakota we can produce better malting barley than Wisconsin.

MR. ZIMMERMAN: That's the point, perfect weather.

B. C. HANSON, Cottonwood, led the discussion on Uniform Weighing Charges, advocating the adoption of and adherence to a uniform charge for weighing all loads.

MR. MILLIGAN—Each elevator should supply itself with weighmaster blanks to give to farmers.

MR. HANSON: We give such a ticket on each weighing.

RUDOLPH HOLMBERG, Slayton, made a motion, which carried, that a flat charge of 1c per bushel be made for weighing loads of those in direct competition with the elevators.

W. J. GREEN, Lakefield in his report of the Committee on Reduction of Minimum Car Weights said: We asked the railroads as an emergency measure to permit the loading of grain cars with 30,000 lbs. minimum originating in producing territory, and billed to drouth territory. In December 1936 a meeting of your committee and eight representatives of the Minnesota Lines was held. We pointed out to the railroad men how they were losing business to the trucks. We tried our best to show them where their grain business was going, which I understand constitutes approximately 75% of their revenue. Regardless of the facts presented we apparently made no progress. My personal reaction to this meeting was that we were meeting with railroad attorneys, not with practical railroad men. We pointed out where they would reclaim some of the business now going to truckers by reducing their minimum cars, but their answer to us, in my opinion, showed if they could not have a good sized car of grain to haul they did not want any such business. In other words they wanted "a full loaf or none."

MR. MILLIGAN: Some years ago the railroads permitted the double or triple bulkheading of cars. At that time they furnished bulkhead material. The freight rate was based on the highest rate commodity in the car. Later they charged \$5.00 for bulkhead material, and now \$5.00 for the material and \$5.00 for the privilege. Naturally the trucks are getting the loads shipped bulkhead. It is to our own interests and the interest of the railroads that the bulkhead privilege, as originally set up, be restored.

N. H. MONGEAU, Elmore, set under way the ever important-subject What Can We Do to Secure Dependable Information on Remodeling of Elevators and Feed Mill Installation? He said: It looks like we have a good year ahead, naturally we want our plants in good condition, and capable of handling the business rapidly and economically. We have asked two men representing firms specializing in this work to give you their suggestions.

CLARENCE KIFFE, of T. E. Ibberson Co. It is very important that you get in touch with a specialist before starting on your work. There are a lot of good contractors, and some not so good. It is also advisable to get advice from grain elevator and feed mill machinery men. They are experienced in this highly specialized business, consequently they are well fitted to give you sound advice. Your local man may be a good mechanic or a good carpenter, but because of the special construction required in elevators and feed mills he is not equipped to give you the best advice. Any good elevator contractor will send a representative to call on you, and after getting

your views will suggest a plant best suited to your needs, and remember this suggestion will be based on his knowledge and experience in this work.

CARL YOUNGLOVE, of W. K. Klinger, Inc., suggested the use of anti-friction bearings, rubber covered pulleys, slab foundations and fine wire mesh covering over all windows to prevent the entry of sparks and birds.

E. A. MILLER, Wells: I know the advantages of calling in a grain elevator engineer when a new plant is wanted. We had a local man build an elevator for us a few years ago, and after a short time it was necessary to call in an elevator engineer to rebuild and remodel the elevator, and it cost us more than if we had called him in originally.

E. E. EVENSON, Tri-State Mutual Fire Ins. Co., cited some of the instances he has seen in his work as an insurance inspector, and strongly urged that no elevator be constructed by other than engineers experienced in this work. He suggested the installation of modern head drives, improved motors; magnetic separators and proper wiring.

Tuesday Evening Session

H. A. FREDRICKSON, Windom, vice-pres. was in charge of the third session of officers and directors. The Social Security Law, the Old Age and Unemployment laws were discussed. A resume of the legislative program of the ass'n was given by Sec'y Nelson.

Wednesday Morning Sessions

The fourth day started out with two breakfasts held simultaneously, one attended by the elevator officers which was addressed by Atty. Herbert Horner, on the keeping of secretary's minutes. The other was the manager's breakfast. W. J. Green presided, and the question discussed was What Should Be the Policy Regarding Buying Territory of the Local Elevator?

MR. FREDRICKSON was in the chair at this session and introduced Frank Townsend, Minneapolis who discussed the traffic situation.

Sec'y Nelson, explained in detail the program of the legislative committee.

CARL WOLLEN, Federal Surplus Commodities Corp. gave the prices to govern on seed under the seed loan law. He said application blanks would be available in a few days.

Wednesday Afternoon Session

A representative of the Federal Employment Service explained the work being done by that organization and solicited the aid of the elevators.

THE STATE TREASURER, formerly connected with a farmers elevator in a brief address expressed pleasure he derived from meeting with the ass'n again. While he was talking his coat and hat were taken, no doubt the culprit thinking they contained the state's funds.

A. W. CHRISTGAU, Income Tax Division, St. Paul, explained in detail the workings of the Social Security Law and how it affected grain elevators.

HAROLD SIMS, St. Paul, in his talk on trucking problems, gave a summary of the three bills now pending before the Minnesota Legislature, saying

Peddlers' Bill—With certain exceptions this bill applies to everyone who engages in "merchandising by motor vehicle," which is defined to mean the use of motor vehicles to deliver any property "for which orders are solicited at any place other than the established place of business permanently maintained by the vendor or the sale of which is consummated at any place of business of the vendor." Those exempt are farmers and gardeners; licensees of class X vehicles who have an established place of business and who do not engage in merchandising by motor vehicle beyond 35 miles from the town from which their vehicle is registered; wholesalers who have an established place of business

and make deliveries to established retailers. All others who engage in merchandising by motor vehicle are required to obtain a permit from the R. R. & Warehouse Commission, the permit fee is \$5.00 for one vehicle and \$1.00 for each additional vehicle; liability insurance in the customary amounts is required; an integrity bond of \$500 to protect the public against fraud is required of everyone who does not have an established place of business. Anyone violating the act is guilty of a misdemeanor and subject to a fine of not more than \$100 or imprisonment of not more than 90 days.

Load Limit Safety Bill—This bill fixes 5 tons as the heaviest load any motor vehicle can haul beyond 35 miles from the town for which it is registered. Out-of-state vehicles cannot haul a load greater than 5 tons beyond 35 miles from the place where they enter the state. Anyone who violates the law is guilty of a misdemeanor.

Ton-Mile Tax Bill—This bill applies to the following vehicles: Class Y vehicles licensed for a gross weight of more than 6 tons; Class X vehicles of a gross weight of more than 6 tons, except when operating within their prescribed 35-mile zone and certain other minor exceptions. This tax is fixed at 5 mills, based on gross weight. The license fee paid by Class Y vehicles is applied as a credit on the ton-mile tax. Mileage is determined by mileage meters. Mileage operated outside the state is deductible. The number of ton miles on which the tax is imposed is determined by multiplying the miles of operation in the state by the number of tons gross weight. In the case of class X vehicles, the tax applies on any movement when any part of it is beyond the prescribed 35-mile zone. Anyone violating the law is guilty of a misdemeanor.

The Parade of the Secretaries

As several of the secretaries of farmer elevator ass'ns of other states were in Minneapolis for a conference during the convention, they were presented, and each brought greetings from their Ass'ns. They were: Latshaw, Ohio; Farlow, Illinois; Edison, Iowa; Rutherford, Nebraska; Sands, Kansas; Conaway, North Dakota. Christ Jensen, pres. of the South Dakota Ass'n and Oscar Helling of the Iowa Ass'n were also presented.

GOV. ELMER BENSON, former sec'y Farmers Elevator, Appleton, drew a packed house, even standing room was at a premium. He discussed his income tax bill, and was very bitter in his denunciation of those opposing it.

HAROLD ATWOOD, Minnesota R. R. & Warehouse Commission, solicited the co-operation of the ass'n and assured it of every help in the solution of their problems arising from laws and regulations administered by the commission.

The Banquet

The dining room facilities of the West Hotel were taxed to accommodate the more than 900 who attended the annual banquet. Each of the three rooms had their master of ceremonies, and the numerous entertainment features were repeated in each room.

Thursday Morning Session

The aggressiveness and progressiveness of the country elevator was brought to the fore at the seventh session, clearly showing they are clever merchandisers, not overlooking any opportunity to advance their business.

H. W. WESCHLER, mgr. Farmers Elevator, Nassau, editor and publisher of the elevator's house-organ *The Nassau-Minkotan*, said in describing the merits of such an organ: We publish this bulletin monthly, it is printed on a mimeograph on both sides of a legal size sheet of paper. We write our own advertising copy, making it as easy reading as possible. We keep them brief and to the point. We find space in each issue for a joke or two. It entails very little expense. At first we did not get it out with any regularity, but now that it is published monthly people expect it, and if they don't get it when they expect it they ask about it. When you get people thinking about it, it is only natural that the advertising is getting over. We mail it out to a list of 500. Occasionally we run ads for farmers. If you can find a buyer for what they have to sell it creates a good impression. We print comments on current news and humorous comment on local news, but we have to be care-

ful with the latter. Our coal sales have been materially increased and we attribute that to the bulletin. Previous to the publication of the bulletin coal sales were stationary. We have a very extensive side line business. We have found that our feed grinding business has increased over a year ago. We stress the development of new seeds; we tell our readers of the installation of new machinery to help our service to our farmer patrons. This proves to the farmer we keep up-to-date. We have no local newspaper in our town, and on occasion the local firms use advertising in our bulletin, for which they pay.

Nels Peterson, Garfield: Pointed out the advantages of a well organized feed department in the elevator.

H. K. MANSFIELD, Omaha, discussed coverage under the various types of fidelity bonds.

AL HANSON of the R. R. & Warehouse Commission enumerated many of the warehouseman's problems, and discussed means of avoiding them.

Frank Gougher was called on to explain the One Act Bond.

Thursday Afternoon Session

H. F. SKYBERG, East Grand Forks, chairman of the Resolutions Committee read the following resolutions which were adopted:

Resolutions Adopted

Press Claims vs. U. S. Grain Corporation
RESOLVED, That we commend the efforts that are being made by the association toward securing the just claims due from the government for the storage of grain from the war time United States Grain Corporation and that we urge the continuance of these efforts until the long over-due claims are fully paid.

Use of Country Elevators in Crop Insurance
RESOLVED, That it is our opinion that any crop insurance plan should be voluntary and that the premium cost in any proportion to the risks in that territory based upon production records for previous years, and that if the crop insurance plan contemplates storage of grain, that the present facilities in form of farm storage and country warehouses be used to the fullest possible extent.

New Uses of Farm Crops
RESOLVED, That we commend the efforts of all industries and agencies that are devoting any effort to scientific investigation and research in finding new uses for products of the farm. We especially commend the Farm Chemurgic Council for the effective work in this important field of endeavor.

For New Agronomy Building at University
RESOLVED, That we place ourselves heartily on the record as supporting the movement for a new agronomy and plant pathology building at University Farm.

Against Waste of Labor on Railroads
WHEREAS, This ass'n has advice that the following bills will be before Congress, which will affect both railroads and shippers, namely: The Full Crew Bill, The Train Limit Bill, The Hours of Service Bill.

WHEREAS, If these bills are passed, they will add a tremendous expense to the carriers and in no way increase their efficiency or safety of operation, be it therefore

RESOLVED, That the Farmers Elevator Ass'n of Minnesota go on record as opposing these bills.

More Frequent Clean Out Privilege
Owing to the fact that many of our members often need to make use of an elevator clean out shipment and we believe it to be to the advantage of the Railroads to aid our members in disposing of the smaller lots of grain which may otherwise be moved by truck, therefore be it

RESOLVED, That we request the railroads to allow an elevator clean-out on each kind of grain once each six months.

Repeal Long and Short Haul Clause
The movement of grain being seasonal, the grain carrying railroads must rely for maximum employment of their expensive plants upon securing a substantial volume of general traffic, and to this end they should be permitted promptly to adjust their rates in meeting the needs of commerce to attract any traffic which will yield a profit. Every increase in general traffic carried by the railroads will tend to minimize the freight burden upon farm products which is in the interest of the grain growers and will also benefit our industry.

RESOLVED, That subject to the power of the Interstate Commerce Commission to suspend and investigate any tariff which is filed, to fix maximum and minimum rates, and to prohibit unreasonable discrimination, we are in favor of repeal of the long and short haul

clause of the fourth section of the Interstate Commerce Act.

Other resolutions adopted thanked those who had contributed to make the convention a success, the trade press for keeping members informed and urged that each member of a resolutions com'tee on appointment be furnished copies of all resolutions adopted during the preceding three years.

Theo. Frederickson, Murdock, read the report of the By-Laws Committee but the change in the by-laws recommended by the committee was voted down.

F. S. BETZ, for the auditing committee read the auditor's report and the treasurer's report which were accepted.

J. E. BRIN, Stewartville; **E. J. Butler**, Hector and **H. A. Fredrickson**, Windom, were re-elected to the Board of Directors for a three year term.

Following the business session the Board of Directors re-elected all the officers for another term. They are: **Oscar A. Olson**, Truman, pres.; **H. A. Fredrickson**, Windom, vice-pres.; **A. F. Nelson**, Minneapolis, sec'y; **J. E. Brin**, Stewartville, treas.

Adjourned *sine die*.

Exhibitors

J. H. Fisch Co., photos of some of the elevators moved as well as those built by the company. **J. H. and L. H. Fisch**.

Weaver Sales Corp., Tag-Heppenstall Moisture Meter.

John Groseth, Junior Model Grade-Maker. **Cleland Mfg. Co.**, grain cleaner.

A. E. Thompson Co., J-B Hammer Mill, Blue Streak Corn Cutter and Grader.

J. J. Gerber Sheet Metal Works, Improved double distributor and flexible loading spout liners. **A. W. Gerber**.

C. C. and Ben Gustafson, Seed Treating Machine.

R. R. Howell & Co., head drive, Calumet Buckets. **L. B. Feldman**, Walter Kostick, Jack Johnson.

Strong-Scott Mfg. Co., Triple-Action Feed Mixer. **Lucien Strong**, Emil Frederickson, Bill Sewell, Sig Fangen, Geo. Brown.

Superior Separator Co., High Speed Capacity Flax Separator, Leveltrol Demonstrator, Cylinder Cleaner.

Hart-Carter Co., Disc Cylinder Separator, Uniflow Grain Separator, Emerson Dockage Tester. **Vic Reid**, **H. H. Van Ornum**, **Wes Strutt**, **C. C. St. Cyr**, **Ed Schatz**, **Ed Miller**.

Howe Scale Co., grain beam with weightograph, new grain beam with short run fractional bar and platform scale. **L. V. Syrcer**, **E. J. Johnson**, **L. E. Pollock**, **John Van Nice**.

T. E. Ibberson Co. displayed many photos of grain elevator and feed mill jobs recently completed by the company. **Earl, Tom and Ralph Ibberson** and **Clarence Kiffe** were representing the company.

Northrup, King & Co. and **Dickinson Grain & Feed Co.** exhibited samples of seed and feed.

Lindsay Bros., binder twine.

A wave of sentiment is rolling up throughout the nation expressing the opinion that business should be freed from the deadening hand of politics and government competition in order to speed recovery and employment in a normal manner.—*Pantagraph*, Bloomington, Ill.

Decisions and New Complaints

Before the Interstate Commerce Commission:

The Hutchinson Board of Trade has been permitted to intervene in No. 27628, Board of Trade of Kansas City v. the Alton Railroad.

The Sioux City Grain Exchange has been permitted to intervene in docket 27634, Nebraska State Railways Commission v. the Northwestern Railroad.



New 40,000-bu. Elevator of Farmers Elevator Co., at Kragnes, Minn.

Well-Equipped Elevator at Kragnes, Minn.

Manager Marvin Sorby has good reason to be proud of the new elevator that replaces the house burned in July, 1936, at Kragnes, a station on the Great Northern, six miles north of Moorhead, Minn.

The old elevator of the Kragnes Farmers Elevator Co. was built 50 years ago, when grain came to the elevator in bags, while the new house has a 9x26, 20-ton Fairbanks Scale with 76-in. Strong-Scott Dump, and 4x15 ft. grate.

Special attention was given to the foundation for the 40,000-bu. house. On top of the concrete piers and footing stones of the old elevator were laid two foundation slabs of concrete, one on each side of the steel boot pan, reinforced both ways with steel rods 12 inches apart.

The pan is 9x28x9 ft. deep, of ¼-in. steel with welded seams, sides and bottom strengthened with welded angle iron.

The iron clad building is 32x38 ft., and 92 ft. to top of cupola. The T-shaped work floor gives ample room for sacked seeds and feeds, the ceiling being 14 ft., and good light coming in thru six large windows on the track side.

A double elevator stand with 11x6 Salem Cups elevates the grain to the head, having a steel telescope of the Fisch design and 24-inch double steel frame distributing spout. Steel bin spouts with grain deflectors were used to all bins, including the truck loading spout. The loading spout from the 8-bu. automatic Richardson Scale is of steel well casing. The leg drive is by rope from work floor to jack shaft in cupola, the jack shaft having two Byel Clutches, one for each leg. Drive from clutch sprockets to head sprockets is steel chain.

All bins are tapped with cast iron turnheads so grain can be drawn from any bin in the house to the cleaners.

The driveway is 14 ft. wide and 14 ft. high, being 20 ft. wide opposite the 26-ft. scale. The driveway has a genuine overhead door on the exit end and a roller door at the entrance. The dump has the Fisch design of channel iron wheel locks, which gives about two feet of additional length on the scale and also prevents the wheel lock from coming into contact with the crank case and bracings on the trucks.

The engine room and office building is 24x24 ft., containing two office rooms, 12x14, and a fireproof vault 6x7 ft., all floors on a level with driveway floor. Floors of the office rooms are covered with tempered masonite. The engine room floor is five feet below the office rooms. The engine room houses the hot-air furnace and Westinghouse Electric light plant.

Power is furnished by a V-8 industrial Ford Motor which runs silently, with a V-belt from the motor to the countershaft. Bearings on all jack and countershafts and elevating legs are roller or ball. The entire office rooms and engine room have ½ inch insulation and walls

are covered with wood fiber plaster, making a clean and neat appearance. The vault is lined with hollow tile and plastered. The plant was designed and built by the J. H. Fisch Co.

Fighting the Arsonist

A costly fire hazard that threatens country grain elevators and farm properties is the arsonist, the lad who sets a fire for the thrill of destruction or a morbid desire to see a huge conflagration; or the man who acts from spite, or the agent who searches for a way to cover discrepancies before his principals learn about them.

This tremendous burden of property destruction falls upon the insurance companies, really upon the policy holders, since insurance companies must collect premiums or assessments in keeping with their losses. When all dishonest losses are avoided, insurance rates and assessments will come down and all property owners carrying fire insurance will pay less for insurance.

The tremendous toll taken by the arsonist led to the creation of a Joint Arson Com'ite, officed at 844 Rush St., Chicago, which now thoroly follows every arsonist lead, and works earnestly with state fire marshals, their deputies and other officers, to run down and apprehend those who criminally destroy property by fire. The com'ite keeps its sources of information confidential, and carefully checks anonymous as well as signed leads.

The Cost of Forgery

On Nov. 27, 1936, Hans Horgen was received at the North Dakota State Penitentiary to serve a term of from one to five years for the crime of forgery.

Horgen, who is forty-nine years of age, was formerly the manager of the Sherwood Grain Co. elevator at Sherwood, N. D., which was destroyed by fire on June 12, 1935.

The origin of the fire was investigated by representatives from the office of the State Fire Marshal and the office of the Attorney General of North Dakota. An inquiry into the manner in which the Sherwood Grain Co. business was conducted by Horgen revealed a grain shortage and discrepancy in accounts. This was disclosed following the assignment of special investigators to the case from the Mutual Fire Prevention Bureau of Chicago, upon request of insurance executives of the Northwestern Department of The Mill Mutuals, Minneapolis.

Horgen was sentenced by Judge G. Grimson, Second Judicial District, Renville

County, and States Attorney Shirley Sorenson directed the prosecution of the case.

During the course of the investigation into the cause of the fire, A. F. Hain, manager of the Sherwood Farmers Co-operative Elevator Co., was found dead in the flour room of the Farmers' Elevator. At the coroner's inquest, his death was pronounced suicide from taking poison. It was after he had been questioned about the fire that Hain was found dead.

Washington, D. C.—Fishing for information on discriminatory prices and advertising allowances granted to the Great Atlantic & Pacific Tea Co., the Federal Trade Commission has sent inquiries to leading food manufacturers requesting statements, or copies of contracts.

Grading School at San Francisco

A most successful grain grading school was conducted on the trading floor of the San Francisco Grain Exchange by J. F. Welch, federal supervisor, assisted by J. J. Sullivan, chief grain inspector of the Chamber of Commerce and L. M. Jeffers of the state department, Feb. 3, 4 and 5.

The first session began with a complete equipment of inspection apparatus, including the electric moisture meter, the Brown-Duvel and the new dockage separator. The 40 samples showing all classes and sub-classes were left on the sample tables and were viewed by the traders, the inspectors being present to make explanations.

Frank Somers, chairman of the Grain Committee of the Exchange, made introductory remarks, followed by Mr. Welch with a talk on the purpose of the school, a discussion of the Grain Grades Act, and a demonstration of proper sampling. The "students" then divided into groups, and heard determinations of sub-classes of wheat, damage to corn and mixtures of other grains.

Oats and barley were the topics of the Thursday school; corn and grain sorghums of the Friday school.

A. A. Sullivan of the federal office, demonstrated the federal dockage tester. Copies of the federal standards, the rules and regulations and booklets on "Grain Grading," "Grading Equipment for Country Elevators," were distributed.

The attendance of 104 students was more than expected, and Mr. Welch was highly gratified at the interest manifested.



Hans Horgen, formerly manager, Sherwood (N. D.) Grain Co.

Supply Trade

Leavenworth, Kan.—Charles D. Neal, for the past 10 years engineer for the Great Western Mfg. Co., died Dec. 22.

Minneapolis, Minn.—A. V. Cleland announces the sale of the Cleland Mfg. Co. to F. K. Picha, who will continue the business.

Henry, S. D.—The name of the Leathers-Hurle Construction Co. has been changed to Hurle Construction Co., announces Joe Hurle.

Pittsburgh, Pa.—The 21st annual convention of the National Scale Men's Ass'n will be held at the Roosevelt Hotel, Pittsburgh, Mar. 23 to 25.

Toledo, O.—The O. W. Randolph Co. is enlarging its plant here in order to take care of the increased grain drier business. This is the third time this company's plant has been enlarged since 1927. The company has also purchased property for the later erection of a new building to house the manufacturing of dehydrating equipment.

Chicago, Ill.—In a new Bulletin 3600-A1, Fairbanks, Morse & Co. describes the construction and applications of its model 36 diesel power units. The Model 36 Diesel offered in two cylinder sizes and in various combinations, with rating as low as ten horsepower, is the smallest in the line of Fairbanks-Morse diesels. The F-M Model 36 is a medium high speed, four-cycle diesel in which are embodied many refinements.

Sioux City, Ia.—The Younglove Construction Co. has recently been organized with W. A. Klinger, pres. Carl and Clyde Younglove who have been connected, during recent years, with Mr. Klinger in W. A. Klinger, Inc., will also be associated with the new company. Mr. Klinger is well known in general contracting circles and at one time was president of the General Contractors Ass'n of the U. S. The Youngloves have been in the grain elevator and feed mill construction business for many years.

Chicago, Ill.—Three managerial promotions in the sales department of International Harvester Co. have been announced by C. R. Morrison, vice-president. The changes are: the appointment of J. L. McCaffrey, former manager of domestic sales, as director of domestic and Canadian sales; appointment of W. F. Mc-

Afee, former manager of domestic motor truck sales, to succeed Mr. McCaffrey as manager of domestic sales; and appointment of P. V. Moulder, former assistant manager of the Eastern district, to succeed Mr. McAfee as manager of domestic motor truck sales.

Missouri Would Tax Truckers

Itinerant merchants in Missouri under House Bill No. 228, just introduced, would be put out of business by a tax of \$50 on each vehicle and a license fee of \$100. Bonds of \$5,000 for liability and \$1,000 for integrity would be required. The trucker must carry a manifest and a certificate of weight of load, the name and address of purchaser and price to be entered, to be filed monthly with the secretary of state, who is authorized to act as his agent for the service of process in suits.

Sec. 1. (a) The term "itinerant merchant," when used in this Act, shall mean any person, firm, partnership, trust, corporation, association, lessee, trustee, or receiver, buying for the purpose of sale in any manner, offering to buy for the purpose of sale in any manner, selling, offering to sell, in this state, at wholesale or retail, any goods, wares, merchandise or chattels of any description, and transporting the same upon any public highway in this state by use of a motor vehicle, except as herein otherwise provided.

Sec. 2. The provisions of this Act shall not apply:

To any person or persons using motor vehicles for the transportation of farm and dairy products produced by them.

To any person or persons using motor vehicles owned by them for the transportation of goods, wares, merchandise or chattels of any description owned by them, when such transportation is solely incident to a business conducted by them in a regularly established place of business, and when such products are being transported to or from an established place of business owned by them.

To any person or persons transporting goods, wares, merchandise or chattels of any description for their own consumption or personal use and not to be sold.

Northeastern Indiana Local Elects Woodward

Garth W. Woodward, Tocsin, was elected pres. of the Northeastern Indiana Hay & Grain Dealers Ass'n at the annual meeting in the Anthony hotel, Fort Wayne, Feb. 11. O. E. Hull, South Whitley, was elected vice-pres., and C. G. Egly, Fort Wayne, was re-elected sec'y.

Honored guests among the 75 hay and grain dealers present were Pres. E. C. Barnes, Winchester, and Fred K. Sale, Indianapolis, pres. and sec'y respectively, of the Indiana Grain Dealers Ass'n, and Sam Rice, pres. of the Toledo Board of Trade.

Discussion led to decision to hold a grain grading school, sponsored by the state ass'n, Purdue University, and the federal grain supervision service, on the 16th floor of the Lincoln Tower, Fort Wayne, late in March.

L. R. Veatch, Milling Engineer, Passes

While driving his car down a street in Buffalo, N. Y., Leslie R. Veatch suffered a heart attack Feb. 11. A policeman leaped on the running board and stopped the car. Mr. Veatch died a few minutes later.

He learned milling in his native town, Lebanon, Ky., where his father owned a flour mill, and was educated at Linland College, Louisville. After a varied experience operating many different mills he devoted his time to engineering and mill construction. He built many mills in western New York, and for two years past has been employed as engineer by the Stephens-Adamson Co., of Aurora, Ill., and on account of his special knowledge of feed milling represented the Duplex Mill & Mfg. Co., in New York, New Hampshire and Vermont.

He was 60 years of age and is survived by the widow and a daughter, Lillian Veatch Evans, of Buffalo.

Elevator Superintendents Inspect Peoria Distillery

Nearly 50 members of the Chicago chapter of the Society of Grain Elevator Superintendents on Feb. 20 inspected the modern grain handling facilities employed in the world's largest and most magnificent distillery operated by Hiram Walker & Sons at Peoria, Ill.

Following a kernel of grain from its unloading to the bottling of the final product, the superintendents received first hand a genuine education on dustless operations, and many incorrect theories harbored were blasted.

Much was learned in the laboratory visit and the thought gained generally that the bacterial count will gradually become a grading factor.

Mr. C. M. Zinser received the delegation on behalf of the company and was a most cordial host. The staff from the laboratory (which doubtless was of greatest interest) kindly acted as guides for each handful of society members. In addition to the illuminating discussions following the morning and afternoon tours, National President Henry Cox of General Mills and Chapter President Gilbert Lane of Arcady Farms Milling Co., expressed the thanks of the gathering for the unusual courtesies extended them.

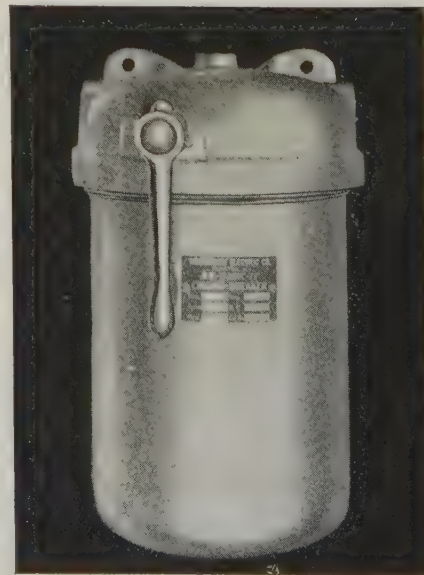
Circuit Breaker for Dusty Locations

In hazardous locations where explosive dusts and inflammable gases prevail, protection is afforded by a special housing for Re-Cirk-It Breakers developed by the Heinemann Electric Co.

A two-part metal casting houses the circuit-breaker in place of the usual pressed-steel cabinet. The circuit-breaker is mounted on the upper section and is actuated by an approved bushed handle which closes and opens the circuit independently of the tripping action of the enclosed breaker, when normal conditions prevail.

The circuit-breaker is very accessible for wiring. Tapped hubs for 1-inch threaded conduit are provided at the top of the casing. The bottom section slips around the breaker and screws into the upper casting, sealing the mechanism.

These fully magnetic and non-thermal circuit breakers provide precise overload protection. Also, Re-Cirk-It units may be instantly reset after tripping on any overload or short-circuit, provided the abnormal condition no longer exists. Thus there is no wasted time in the operation of production machinery.



Circuit Breaker for Dusty Locations



L. R. Veatch, Buffalo, N. Y., Deceased

Economy of Bulk Over Sack Handling

Most of the grain produced on farms in Washington, Oregon, and Idaho has moved to market in burlap sacks. In the early days ship masters refused to carry bulk grain because of the hazard involved should the cargo shift in the rough voyage "around the Horn." Spoilage of bulk grain was experienced from extreme temperature changes encountered in the long journey. It was difficult, if not impossible, to obtain insurance on cargoes of bulk grain. Railroad facilities at that time were limited, and sacked grain could be readily transported on flat cars. More recently the opening of the Panama Canal, the numerous advances in ship construction and design, and a more adequate railway system have removed most of these early barriers to bulk handling of grain for export.

Growers who own sack combines and trucks can convert their equipment with relatively little expense to permit bulk handling. Sack attachments on the combine must be replaced by a bulk tank, and the substitution of a grain-tight truck box for the flat rack used in hauling sacked grain completes the essential equipment. In areas in which bulk handling is new, most growers are forced to provide their own hauling facilities. Where bulk handling is well established, facilities are available for hauling bulk grain by contract should it seem desirable.

A considerable portion of the bulk grain loaded out at the shipping point is received at the country elevator in sacks. A grower who expects a crop of 2,000 sacks may purchase 500, which are filled four times during the season. The sacks are filled and emptied three times, and the grain is sold in bulk. The last time the sacks are filled they are not "cut-in" but are sold as sacked grain. The term "cutting-in" developed because the twine or wire with which the sack is sewed or tied is cut and the sacks are dumped for reuse. In the engraving at left are shown several men bulking sacked grain by "cutting in."

The number of times the sack is used varies from two to eight, three or four fillings being the most common. By cutting-in, the grower may sell bulk grain with no changes in organization of his harvest crew or equipment as used for sacking. The practice effectively reduces the sack cost, which is the most significant saving to be gained by bulk handling. No reduction in the drudgery of harvest work is gained by cutting-in. The practice tends to cause congestion at the country elevator, where bulk trucks are held in line while sacks are dumped.

The smaller crew and lessened physical exertion required in combining by the bulk method are characteristic of all subsequent handlings of the grain.

The ease and speed with which bulk trucks are emptied at the country elevator is illustrated

in the engraving at right.—From Technical Bulletin No. 287, U. S. Dept. of Agriculture.

Cost in cents per bushel for harvesting sacked and bulked grain under hilly and level conditions and delivering it to the shipping point; farms in Washington, Oregon, and Idaho, 1929¹

| Item of Cost | Hilly | | Level | | Average | |
|--|-------|------|-------|------|---------|------|
| | Sack | Bulk | Sack | Bulk | Sack | Bulk |
| Man labor cost in operation of combine | 4.61 | 3.60 | 4.41 | 2.67 | 4.51 | 2.91 |
| Expense in 1929 of bulk tank on combine | | .11 | | .12 | | .12 |
| Net cost of sack per bushel ² | 3.22 | .... | 3.22 | .... | 3.22 | .... |
| Hauling cost per bu. (owned trucks, 0-3.9 mile hauls) ³ | 2.84 | 3.03 | 2.84 | 3.03 | 2.84 | 3.03 |
| Total cost in 1929 ⁴ | 10.67 | 6.74 | 10.47 | 5.82 | 10.57 | 6.06 |
| Saving per bushel by bulk method ⁵ : | | | | | | |
| 0-3.9 mile hauls.. | 3.93 | .... | 4.65 | .... | 4.51 | .... |
| 4-7.9 mile hauls.. | 3.99 | .... | 4.71 | .... | 4.57 | .... |
| 8-mile hauls and over | 3.80 | .... | 4.52 | .... | 4.38 | .... |

¹These average costs cover all records from which the data shown in previous tables were derived.

²The cost remaining after the 3-cent premium on sacked wheat is credited on original cost of the sack.

³No appreciable differences were found between costs of hauling under hilly and level conditions. The median cost for each group is used.

⁴Cost of use of combine not considered.

⁵Savings per bushel vary largely with the price of sacks from year to year. In 1929 sacks cost 13.5 cents each; in 1930 the cost was 11 cents, a difference of 1.1 cents per bushel in net cost of the sack in the two years.

The Food and Drug Bill of Senator Copeland, S. 5, has been favorably reported by the commerce com'te. Besides retaining and strengthening the present law the bill authorizes reasonable standards of quality for food products, to protect buyers when containers and names of product are similar tho contents may be distinctly low quality.

President Roosevelt has been criticized for seizing the prerogatives of the legislative branch of the government, but Sec'y of Agriculture Wallace goes the chief executive one better by delegating to farm organization agitators the work of drafting new farm legislation that will put agriculture in all its phases under absolute control of federal agencies.

Argentine shippers are now obliged to report to the national grain and elevator board at Buenos Aires the date and hour of loading grain steamers so that operations can be duly inspected and samples obtained. It is not permitted to mix wheat of different types such as hard, semi-hard and soft, but grains of the same type can be mixed providing they are not varieties which have been outlawed. An inspection charge of five centavos per ton is charged. Grain merchants must also report their grain holdings by the fifth day of each month.

Charter Not Modified by Flag of Steamship

The plaintiffs, Danish and Norwegian merchants, to whom, as endorsees of the Bs/L, the property in part of a cargo of grain had passed, claimed in respect of short delivery from the defendants, the owners of the Yugo-Slavian steamship "Njegos."

By a charterparty entered into in London by an English registered company as agents for the defendants, and the London branch of a Paris firm as agents for the charterers, an Argentine Company, the "Njegos" was chartered to load the grain in the River Plate for delivery at Scandinavian ports. The charterers were the shippers. The charterparty was in English on the Chamber of Shipping River Plate "Centrocon" form. The Bs/L, in an English form and in the English language, incorporated "all the terms, conditions and exceptions" of the charterparty "including the negligence clause." The charterparty contained the usual English arbitration clause.

The cargo was damaged by fire on board the "Njegos" due, as the plaintiffs alleged, to the ship being unseaworthy. The defendants, who counter-claimed for a general average contribution, in an amended defense pleaded that the law governing the Bs/L contract was Yugo-Slavian law, the law of the flag, under which it was alleged that, if they had exercised due diligence to keep the ship seaworthy, the exceptions in the charterparty would apply without the implied warranty of seaworthiness.

It was admitted that the proper law of the charterparty was English law. The question of the law applicable to the Bs/L was tried as a preliminary issue:—

Held (a) that the arbitration clause, which would have been decisive as to the application of English law, was not incorporated into the Bs/L; but (b) that these clauses, which were incorporated, and particularly the exceptions clause, could not be isolated from their context and incorporated without any indication of the proper law of the contract from which they were taken; (c) that the inference was that sensible business men must have intended that the Bs/L should be read with the English interpretation attaching to the charterparty; and (d), that both on what should be presented to be the intention of the parties and on the ground of business efficacy the proper law of the contract was English and not Yugo-Slavian law.

Japan final estimate of 1936 rice production placed at 21,712,915,000 pounds of cleaned rice from an area of 7,859,000 acres. This is largest crop on record with exception of 1933 and compares with 1935 crop of 18,525,444,000 pounds from 7,852,000 acres and an average for 1930 to 1934 of 19,677,460,000 pounds from 7,886,000 acres.



Bulking Sacked Grain at Country Elevator by "Cutting In."



Dumping Truck Quickly by Air Hoist at Country Elevator.

Patents Granted

2,066,621. Feed Grinder. Garold C. J. Gray, Hastings, Neb., assignor to Western Land Roller Co. In a feed grinder, the combination of a concave hammer reel, and ribs on said concave, said ribs being inclined from the opposite lateral edges of concave in the direction of rotation of hammer reel, opposed ribs overlapping each other at their inner ends.

2,068,071. Attrition Mill. Richard G. Quehl, Minneapolis, assignor to Strong-Scott Mfg. Co., Minneapolis, Minn. The two grinding plates and electric motors and fan are arranged together in a single combined unit enclosed within the main casing, said casing having air inlets for supplying air to said fan means, and the said motors being located in the path of air currents from said inlets to said fan means whereby the incoming air sweeps over said motors to cool the same in the course of its path to the fan means.

2,068,146 Seed Sorting Machine. Lee A. Medcalf, Fairgrove, Mich. The sorter includes a frame, a flat disc, a feed spout for feeding the product to be sorted onto the disc, a sectional roller mounted on said frame and riding on the face of the disc in the path of the product discharged from the feed spout, spaced apart substantially parallel scrapers mounted on the frame, with certain sections engaging the face of the disc, another scraper positioned at right angles to the first mentioned scrapers and adjustable with relation thereto, a handle on one end of said scraper, the opposite end extending to the edge of the disc.

2,069,187. Lecithin from Soybean Oil. Henry R. Kraybill, Lafayette, assignor to Purdue Research Foundation, West Lafayette, Ind. The method of converting an expressed "break" soybean oil into a "non-break" soybean oil, and at the same time obtaining phosphatides therefrom, which consists in separating phosphatides as such from such expressed "break" soybean oil by extracting the "break" soybean oil with water or alcohol which in the cold does not materially dissolve the oil but does hold phosphatides, and separating said water or alcohol and the phosphatides which it holds from the resultant "non-break" oil.

2,068,072. Feed Regulator. Richard G. Quehl, Minneapolis, assignor to Strong-Scott Mfg. Co., Minneapolis, Minn. In a regulator for feeding granular material, a casing having a hopper in its upper portion into which the material is delivered, a rotor mounted between the hopper and discharge opening, said rotor comprising a body portion having a plurality of spaced apart slots in its periphery, a plurality of blades mounted in said slots, and means for vertically adjusting the rotor independently of said blades, whereby the depth of the rotor pockets may be varied to thereby control the feeding of the material from the hopper to the mill.

2,066,615. Hammer Mill. Chas. E. Everett, Racine, assignor to Massey-Harris Co., Racine, Wis. The mill comprises a feed-in opening, an upper feed roll, a smooth roll, an endless chain type conveyor and a conveyor plate, said smooth roll positioned under said upper feed roll and adapted to carry the front end of said conveyor and be friction driven thereby, a driving sprocket, a driven sprocket attached to said feed roll, a driving chain operatively engaging four sprockets, whereby, when feed roll rises or falls, said adjusting sprocket will be caused to move toward and away from said driving sprocket to thereby maintain a uniform tautness of chain.

2,068,459. Dust Separator and Collector. Thos. S. Monaghan, Chicago, assignor of one-half to J. B. Peterson, Chicago, Ill. In a dust separator a drum, an air admission pipe communicating with the drum near the top thereof, a substantial cone-shaped disc arranged in spaced relation below separating partition and having its edge extending laterally beyond the walls of partition, and an inwardly extending downwardly inclined flange plate located below and in spaced relation from the edge of said cone-shaped disc, said drum provided with a

funnel at its lower end, and said flange plate being secured to the wall of funnel to constitute a protector therefor.

2,067,584. Magnetic Separator. Roswell H. Stearns, Milwaukee, assignor to Magnetic Mfg. Co., Milwaukee, Wis. The material is spread out in a sheet, passing thru main magnetic field at right angles to said field with the poles of said field located adjacent the marginal edges, producing intense local fields at the exact point of separation to hold the magnetizable material at the local intense fields, and moving the intense local fields at right angles to the main magnetic field, whereby the magnetizable material will be carried out of main magnetic field, and the non-magnetizable material will drop away at an angle to said main magnetic field while in main magnetic field.

2,070,011. Recording Scale. Harlan A. Hadley and Guldbrand Guldbrandsen, St. Johnsbury, assignors to E. and T. Fairbanks & Co., St. Johnsbury, Vt. In a recording scale, weight value selector means, recording mechanism, recording operating mechanism, means for transmitting the weight value set up by the weight value selector means to the recording mechanism, and a single centrally disposed and rotatable universal control member having an axially offset portion adapted to engage directly and separately the weight value selector means and the recording operating mechanism and thereby effect in one revolution the complete cycle of operation of the recording operating mechanism.

2,068,383. Hammer Mill. Alexis C. Lindgren, Chicago, and Clemma R. Raney, Riverside, Ill., assignors to International Harvester Co. A drum having two upright spaced sides and a cylindrical portion connected therebetween, a screen lining the inner periphery of said cylindrical portion, an arc of the screen along one side edge of the drum being open for the passage of ground material therethru into a discharge passageway arranged vertically and adjacent said open arc of the screen and delineated by a wall extending from the drum from a point near the top thereof and along a tangent line and gradually curving downwardly on increasing radii to a point substantially on the projected horizontal diameter of the drum.

2,068,450. Feed Grinder. Ralph Eberly, Dayton, O. A feed crusher comprising a body including a hopper and an inclined bottom with an outlet arranged at the lower end thereof, a flanged cover for the hopper and hinged thereto, a bar bridging the base means and extending across said bottom for disposal at an inclination therewith, bearing blocks mounted on the supporting blocks, parallel stationary cutting spikes fixed to the bar and rising therefrom longitudinally thereof in row formation, a shaft journaled in the bearing blocks, and cutting spikes, secured to and radiating from the shaft in spiral row formation and arranged for passage

between the stationary spikes and in pairs with the spikes of each pair parallel with each other.

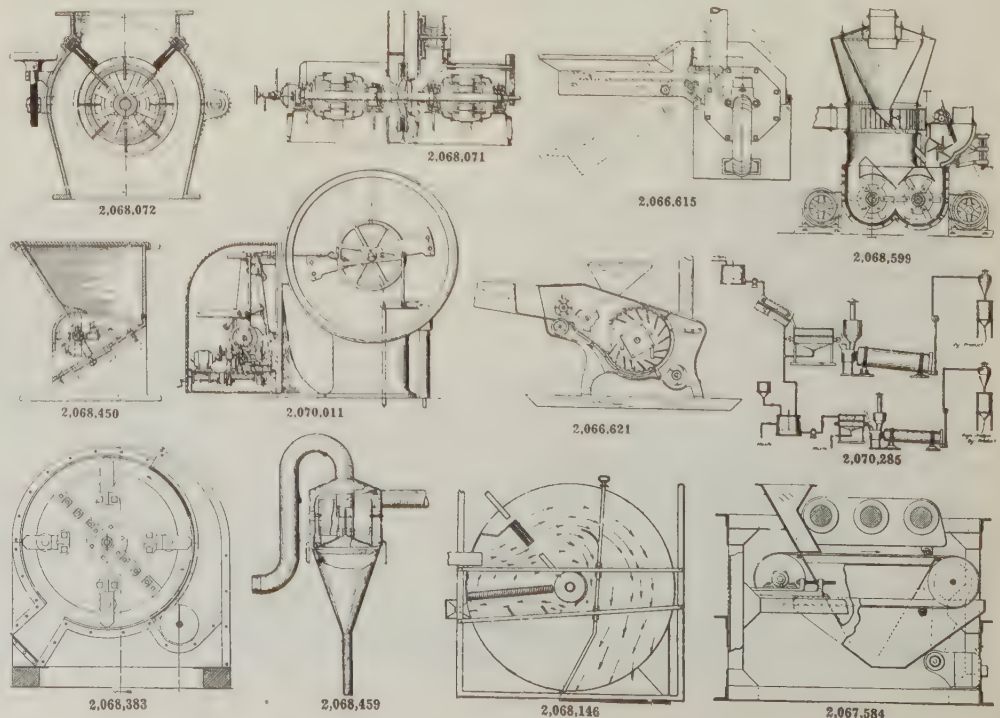
2,068,599. Hammer Mill. Wm. J. Ehrsam, Enterprise, assignor to the J. B. Ehrsam & Sons Mfg. Co., Enterprise, Kan. In a hammer mill, a receiving rotor and a discharging rotor each having a circumferential series of radiating hammers, an enclosing casing for said rotors formed to provide two substantially cylindrical chambers, the axes of said chambers being parallel and being spaced apart a distance less than the sum of the radii of said chambers but greater than one-half such sum, said casing having a down flow feed inlet outside the vertical axial plane of the receiving rotor, an up-flow discharge passage outside the vertical axial plane of the discharging rotor, and means for sealing said inlet against substantial air flow into the region of said hammers.

2,070,285. Feed from Distillery Slop. Adolph W. Lissauer and Jas. R. Coffey, Louisville, assignors to Louisville Drying Machinery Co., Louisville, Ky. The method of producing a high protein-content feed substance consisting of the small grain elements normally held in colloidal suspension in distillery slop comprising, separating from the slop the heavy, large suspended solids of low protein-content, adding a chlorinating agent to the resulting thin slop to coagulate the soluble proteins therein and to release the small suspended grain elements of high protein-content from the colloidal suspensions, separating from the thin slop the grain elements released from the broken suspensions and forming therefrom a separate feed substance of high protein-content.

Canadian Pacific Strike Threatened

A threatened tie-up of the Canadian Pacific lines rests in submission of a ballot on whether to strike or not to strike to 117,000 union employes of the railroad by Howard B. Chase, chairman of a general com'ite representing 17 running trade unions.

The question involved is full restoration of a 10 per cent wage reduction under which the employes of the road have been working. The general com'ite has flatly refused to accept the majority report of the MacLean conciliation board, which recommended reduction of the cut to 9 per cent Feb. 1, another reduction to 8 per cent by Aug. 1, and a third to 7 per cent by Nov. 1, further increases above this plan to depend upon whether gross revenues of the railway exceeds certain required amounts in the meantime.



Grain and Feed Trade News

Reports of new firms, changes, deaths and failures; new elevators, feed mills, improvements, fires, casualties and accidents are solicited.

ARIZONA

Chandler, Ariz.—The local plant of the Pecos Valley Alfalfa Milling Co. suffered a \$50,000 fire on a recent Sunday afternoon. The loss was about 30% covered by insurance. It was believed that the fire started in the dust collector at the top of the four-story structure. The mill had recently been remodeled and much new machinery installed. It will be rebuilt at once.

CALIFORNIA

Newhall, Cal.—The feed mill machinery of the Potter Milling Co. has been taken to the new building recently erected by the company. The new plant is complete and up to date in every particular.

Sacramento, Cal.—The following amendment to the present Bag Law has been presented by Senator McCormack, in Senate Bill 1084: "This act shall not apply to farm products sold on the basis of gross weight if a specific agreement is made to that effect." Senate Bill No. 2, by Senator Garrison, specifically places beans and peas under the same provisions as grain, fruit or wool, when sold in burlap bags. Both bills are with the senate com'te on agriculture, Bradford F. Crittenden, chairman.

San Luis Obispo, Cal.—E. C. Loomis & Sons have completed the installation of new feed grinding and mixing, grain cleaning and seed treating machinery at their feed plant here. This firm started in the feed and seed business at Arroyo Grande in 1904, with E. C. Loomis as the head, and in 1924 established another plant here. Mr. Loomis retired from active participation in the business several years ago, and his sons, I. A., J. V. and C. E. Loomis, now conduct the business. The firm buys grain and beans in addition to its feed and seed business.

CANADA

Toronto, Ont.—In order to have larger manufacturing space, the Soybean Sunser Products Ltd., will move to new quarters on Fraser Ave. early in March.

Toronto, Ont.—A new doughnut flour mill has been opened in the terminal warehouse on the waterfront here by the Canadian Doughnut Co., a subsidiary of the Doughnut Corp. of America.

Chatham, Ont.—An elevator having a storage capacity of 30,000 bus. and a corn drier will be erected here by the Erie Grain Corp., the Dominion Dept. of Agriculture having agreed to pay one-third of the cost. The government will study the usefulness of the elevator and drier to farmers of this district, the project being in the nature of an experiment.

COLORADO

Fountain, Colo.—Bert Gilliland, who recently purchased the Moser Milling Co.'s feed mill, as reported in the Jan. 13 Journals, has changed the name to the Fountain Feed Mill.

ILLINOIS

Richardson, Ill.—Business has been discontinued.—Farmers Grain & Lbr. Co.

Lacon, Ill.—The Terminal Grain Co. has installed an electric McMillin Traveling Truck Lift.

Scotland, Ill.—The Chrisman Grain Co. has bot a new heavy duty Soweigh Motor Truck Scale.

Ottawa, Ill.—The Norris Grain Co. has recently improved its elevator with the installation of a Howell Electric Manlift.

Sandwich, Ill.—Lester Hage, of Hinckley, Ill., has succeeded Tom Finnie at the elevator here, the latter having gone to Davenport, Ia.

Dongola, Ill.—Mail addressed to the manager of the Wright Roller Mills is returned by the post office marked "Gone out of business."

New Windsor, Ill.—The Rivoli Grain Co. has erected a hopper bin which will be used to store cleaned soybeans and oats, eliminating sacking.

Ohio, Ill.—The Harold J. Tucker Grain Co. is installing a new 12-inch, 5-ply Atlas Belt and 11x6 Calumet Buckets, sold by R. R. Howell & Co.

Pinkstaff, Ill.—The Pinkstaff Co-op. Elvtr. Co.'s elevator was robbed of about \$400 worth of clover and timothy seed during the night of Feb. 3.

Nora, Ill.—The Red Eagle Mills, of Freeport, Ill., is building a new feed and flour mill here, and contemplates erecting one at Waddams Grove, Ill., also.

Verona, Ill.—Verona Farmers Elvtr. Co. closed its 1936 year with following results: Sales \$210,996, grain handled 277,155 bus., gross gain \$10,956, expenses \$5,366, operating gain \$5,590.

Saunemin, Ill.—We installed a new 20-ton Howe Truck Scale at our elevator at Saunemin and put in a 10-ton scale at the Scovel elevator.—Saunemin Elvtr. Co., Geo. J. Carson, mgr.

Polo, Ill.—Louis Madsen and Axel Olsen, who have operated a feed mill here for eight years, have dissolved partnership, Mr. Madsen selling his interest to Mr. Olsen, who will continue the business.

Mt. Sterling, Ill.—The Farmers Elvtr. Co. has appointed Vaden Couch, formerly of Laura, manager of its elevator, succeeding L. W. Colton, who is now managing an elevator at Kirkland, Ill., as reported in the Jan. 27 Journals.

Olney, Ill.—The Richland Feed & Supply Co. has opened for business in the Leingang Bldg. on Whittle Ave. here, with W. H. ("Pat") Laughton as manager. The new store will carry a complete line of Purina Feeds and chows.—W. B. C.

Streator, Ill.—A meeting of the grain trade of the Streator territory will be held at the Plumb Hotel, this city, Feb. 25, at 6:30 p. m., at which time dinner will be served. Bills now before the legislature regarding truckers will be discussed.

Prophetstown, Ill.—The front office and display room of the Rock River Lbr. & Grain Co. was gutted by fire at 8:15 p. m., Jan. 21 and smoke and water caused considerable loss to the contents of the second floor; loss covered by insurance.

Quincy, Ill.—Sunshine Stores have installed in their local plant a large Ajax Hammer Mill, hammer mill feeder, combined sheller and boot, elevator, large seed cleaner, drag, numerous motors and miscellaneous equipment, all furnished by the Sidney Grain Mch. Co.

Elkhart, Ill.—Guy M. Wendell, age 54, for a number of years elevator manager for the Fernandes Grain Co. at Sweetwater and at Middletown, Ill., and for 10 years past local agent for the Illinois Terminal Co., died from pneumonia, at a hospital in Lincoln, Ill., Jan. 31.

Cissna Park, Ill.—The elevator business of Davis Bros. & Potter at this point, including buildings, real estate and good-will, has been sold to Leslie Markwalder, local manager for the firm since 1933, the transfer being effective as of Feb. 1. The new firm will be known as the Markwalder Grain Co., Leslie Markwalder sole owner.

Peoria, Ill.—A jury awarded Hiram Walker & Sons Distillery \$1,810,070 against 12 insurance companies, on Feb. 11, the suit growing out of the destruction of one of the distillery's warehouses here by fire in July, 1935. The insurance companies contested payment on policies on grounds that the fire and loss resulted from collapse of defective walls.

Elliott, Ill.—The Elliott Elvtr. Co. recently installed a new 20-ton, heavy duty Soweigh Motor Truck Scale, with a 9x24-foot platform.

Cherry Valley, Ill.—Charles J. Hyland, mayor of Cherry Valley and the surviving partner of Hyland Bros., who operate an elevator here, died at his home recently from complications resulting from a fractured hip he sustained in a fall on an icy sidewalk in January. Mr. Hyland had been in the elevator business here for the past 30 years.—Art Torkelson, with Lamson Bros. & Co.

Elwin, Ill.—Plans have been drawn for a new 15,000-bu. cribbed and ironclad elevator for the Elwin Farmers Elvtr. Co., to replace the one that burned last fall. The elevator will have a 2,000-bu. leg, a 10-bu. Richardson Automatic Scale, Western Sheller, cleaner, overhead truck lift, and shaker feeder in the pit, a corn crusher and a Sprout-Waldron Attrition Mill. D. G. Eikenberry drew the plans.

Hartsburg, Ill.—Plans are being drawn for a new elevator to be built for the Hartsburg Grain, Coal & Lbr. Co. this spring. The company's old elevator will be torn down and usable material will be salvaged and used in building the new modern cribbed and iron-clad 32,000-bu. elevator that is now on the drawing board of D. G. Eikenberry. The elevator will have two 2,000-bu. legs, two pneumatic truck lifts, an automatic scale, grain cleaner, electric power and other modern machinery.

Ladd, Ill.—The annual statement of the Ladd Elvtr. Co. for the year ending Dec. 31, 1936, shows the following gross gains: Corn, 242,999 bus., \$7,642.34; oats, 65,647 bus., \$1,663.76; wheat, 449 bus., \$60.01; beans, 9,482 bus., \$1,039.40; buckwheat, 1,118 bus., \$5.66; merchandise, coal and salt, \$927.02; sundry income, \$391.43; trucking, \$786.96; total \$12,566.58. This was the best year's business in the last 16 years. The previous record for value of the volume of sales was in 1929 with a total of \$184,889.34 as compared with a total of \$226,794.37 for the past year. The previous largest volume of grain handled was 247,297 bus. in 1933, while last year the company bot 305,291 bus. The lowest previous rate of cost of operation was 3% in 1928 and 1929 as compared with 2.8% for the last year.

CHICAGO NOTES

J. K. Riordan has been reinstated from suspension from membership in the Board of Trade.

Rudolph Opsal, who was in the grain and feed business for many years in Minneapolis but for the last several years has been with Arcady Farms Milling Co., of this city, has resigned and taken a position with the Pratt Food Co., of Philadelphia.

T. Clifford Rodman and Orrin S. Dowse have been approved as members of the business conduct com'te of the Board of Trade, of which com'te W. H. Smith is chairman. Mr. Dowse's appointment was to fill the vacancy created by the election of James E. Bennett as a director.

The Feb. 20 meeting of the local chapter of the Society of Grain Elvtr. Superintendents of North America included a trip to Peoria, Ill., where the program consisted of an inspection tour thru the plant of Hiram Walker, with special talks, following luncheon at the plant, on grain for distillers.

The Bureau of Agricultural Economics of the United States Dept. of Ag. has proposed certain amendments to the grain standards affecting the grading of oats, wheat and barley and the final hearing on these matters will be held in Chicago on Mar. 4. In order to avoid the complications arising from trading in "old" and "new" contracts, all members are requested to refuse to enter into any contracts for delivery during December, 1937, until further notice.—Fred H. Clutton, sec'y Board of Trade.

Board of Trade memberships are selling at \$5,500, showing no change from previous transfers.

J. S. Bache & Co. has announced a 1937 bonus plan based on its 1936 profit-sharing arrangements, when more than 15% of the firms profits were distributed to employees.

The following have recently been elected to membership in the Board of Trade: Carl M. Graham, owner of the Graham Grain Co., Terre Haute, Ind.; Albert J. Smith, Jr., and William W. Spaid, Washington, D. C.

The aid of money as well as of markets has been given by the Chicago Board of Trade in rehabilitation of the Ohio River Valley following the flood disaster. Latest reports from Vice-Pres. Barnett Faroll, chairman of a special flood relief com'tee, are that more than \$10,000 has been contributed by members of the exchange to assist the American Red Cross in meeting emergency demands in the flood-crippled area. This prompt action from members of the Board of Trade followed a precedent established years ago in similar emergency.

INDIANA

Versailles, Ind.—A new hammer mill has been added to the equipment of the Versailles Feed Co.

Peabody (mail Columbia City, r. f. d.), Ind.—The Peabody Co-op. Co. has installed a 50-h.p. electric motor at its elevator.—L.

Seymour, Ind.—The Jackson County Farm Bureau has installed a direct-connected, motor-driven Blue Streak Hammer Mill, a mixer and a sheller.

Albion, Ind.—The Stiefel Grain Co. has completed improvements, having added a Jay Bee Hammer Mill, sheller and mixer and motors, making a complete feed milling unit.—L.

Kokomo, Ind.—Friends of Owen J. Thompson will be glad to learn that he has returned to his home after spending a few weeks in a local hospital, and that his condition is much improved.

Howe, Ind.—The Lima Elvtr. Co. will replace the old engine in elevator with a new four-cylinder International engine. The company has a similar power unit on the new hammer mill.—L.

Hope, Ind.—Lawrence H. Morgan, 35 years of age, employed at the Stafford Grain Co.'s elevator for the past four years, died at his home here on Feb. 10, following a short illness from pneumonia.

Evansville, Ind.—Frank W. Kiefer, who for many years was associated with the old Boonville Milling Co., now is connected with the well-known grain and feed firm of Edward F. Goeke Sons here.—W. B. C.

Beech Grove, Ind.—Mrs. M. Jeanette Brumfield, 65 years old, wife of Horace G. Brumfield, superintendent of the Cleveland Grain Co. here, died at her home in Indianapolis on Feb. 2, after an illness of three months.

Rushville, Ind.—John Nipp, Sr., 85, pioneer Rush County miller, died recently at the home of his son, Ralph Nipp. Nipp formerly operated waterpower mills at Nipp's Mill near Raleigh, Ind., and at Moscow, Ind.—W. B. C.

Huntington, Ind.—The Farmers Grain Dealers Ass'n of Indiana will hold its annual meeting here Mar. 12 and 13, announces Pres. Harvey O. Rice. A featured speaker at the banquet Mar. 12 will be Wheeler McMillen, of New York.

Lakeville, Ind.—Fire broke out at the elevator owned by Otto Zeiger at about 11 p.m., Feb. 12, destroying the building and its contents; loss, estimated at \$10,000. The loss included a large quantity of grain, a truck and all books and records.

Denver, Ind.—A sign on the safe of the Denver Grain Elvtr. reading "This safe is not locked," saved it from a battering by yeggmen, who opened the door and removed 5 cents from the drawer. A safe without this notice at a nearby railroad station was demolished.—W. B. C.

Larwill, Ind.—Frederick Beard, 50 years old, had his right arm torn off by a feed grinder at the elevator here, on Feb. 10. He was taken to the McDonald Hospital, Warsaw, where physicians said he would recover.—L. A later report says that he has since died from complications.

Terre Haute, Ind.—Frank L. Kidder, 72, widely-known grain and flour mill operator, died recently at the Union Hospital here after an illness of five weeks. He is survived by his widow. Mr. Kidder was born in Illinois, but came to Terre Haute with his parents when a boy.—W. B. C.

Hammond, Ind.—With his headquarters in this city, Rudolph Opsal, formerly with the Arcady Farms Milling Co., of Chicago, has been appointed western sales manager for the Pratt Food Co., of Philadelphia, which operates a feed manufacturing plant here, as well as at Buffalo, N. Y.

Mt. Vernon, Ind.—The E. H. Morris Elvtr. has leased the 16,000-bu. grain elevator of the Farmers Elvtr. Co. adjacent to its own plant, and will use it for storage purposes only. The Morris Co. operates elevators at Grayville, Maunie, Crossville and Calvin, all in Illinois, in addition to the local elevator.

Oxford, Ind.—The elevator of the Oxford Grain Co. has been taken over by the Federal Land Bank of Louisville thru foreclosure. It is reported that the security holders forced the company to market all its grain thru one firm, which left the company unable to meet the competition of neighboring elevators.

Mt. Vernon, Ind.—The Mt. Vernon Milling Co., only Mt. Vernon plant directly affected by the recent disastrous Ohio River flood, is expected to resume operations this week, according to a statement of Nelson E. Kelley, manager. Thirty thousand bushels of corn had to be moved out and the mill thoroughly cleaned.—W. B. C.

Cynthiana, Ind.—Modernization of the Ziliak-Schafer grain elevator, purchased on Feb. 12 by the Nunn-Better Milling Co., of Evansville, Ind., will begin soon. The business, long ago established, was closed a short time ago. New steel elevated floors and corn storage bins are included in the remodeling plans.—W. B. C.

Crawfordsville, Ind.—The prize of 10 gallons of soybean paint that was given away at the recent Indiana Grain Dealers Ass'n convention by the Heath & Milligan Mfg. Co. was won by Harold L. Gray, of the Gray Agricultural Supply Co., of this city, who came the nearest to guessing the correct number of soybeans in a jar.

Galveston, Ind.—C. R. Bohler, of the Bohler Grain & Feed Co. here, has purchased the elevator of the Galveston Farmers Elvtr. Co., which decided to discontinue operations. The buildings will be razed and the machinery and equipment salvaged. A modern coal yard will be built on the grounds and up-to-date equipment installed.

Mexico, Ind.—Walter Kraning, elevator manager at this point, recently underwent a serious operation which, it is hoped, will greatly improve his general health, which has not been the best for some time. While he is in a hospital at Battle Creek, Mich., his assistant, Alva Greer, is carrying on in his place at the elevator.

Evansville, Ind.—Otto Knauss, former sales manager for Igleheart Bros., Inc., here, has been appointed vice-president and general manager of this milling company. Mr. Knauss, whose father entered the milling business in 1874 as a partner in the old firm of Ellis & Knauss, later to become the Phoenix Flour Mills and ultimately to become a part of Igleheart Bros., Inc., has himself been connected with the industry for 24 years.—W. B. C.

Indianapolis, Ind.—The seventh annual scholarship award of the Grain Dealers National Mutual Fire Ins. Co. has been announced in high schools thruout the state. The award is \$500 on essays, and competition is open to all male high school seniors in the upper one-fifth of their classes who expect to enter business, the winner being given a scholarship in a college where business methods are taught. William Welch, of Logansport, won the award in 1936, and is now a student in DePauw University.

Winchester, Ind.—A grocer in the legislature has introduced a new chain store bill based on number of stores and square feet of floor space. Inasmuch as we happen to come under the chain store act this would no doubt force us to close some of our smaller elevators. As near as we can figure it out, chain store tax alone at some of our elevators would cost us around \$1,500 a year. This coupled with our sales tax, federal and state property tax, not to mention the proposed weight tax on our privately operated trucks, would just about eat up any profit we might make in the grain business.—Goodrich Bros. Co., C. C. Barnes, ex-vice-pres.

IOWA

Arispe, Ia.—Mail addressed to B. S. Petrie Coal & Grain Co. is returned by the post office marked "Removed."

Jewell, Ia.—A grain separator was recently added to the equipment of the Jewell Farmers Elvtr. Co.'s elevator.

Mediapolis, Ia.—Elta Archer is reported to be making preparations to build an elevator on the site of the former Hayes elevator here.

Mt. Pleasant, Ia.—Thieves broke into the A. D. Hayes Co.'s elevator during the night of Feb. 5 and stole 29 bus. of timothy seed.

Titonka, Ia.—The Farmers Elvtr Co. has taken out new incorporation papers, extending the corporate life of the company 20 years.—Art Torkelson.

Cascade, Ia.—Geo. Wassenaar resigned as mayor here recently, due to business responsibilities. Mr. Wassenaar owns and operates an elevator here.—A. G. T.

The Hamilton County Farmers Elvtr. Ass'n was formed recently, 10 elevators being represented. The sec'y of the new organization is W. H. Yungclas, of Highview.

Marble Rock, Ia.—J. S. Garber was elected pres. of the Farmers Elvtr. Co. and Louis Staudt sec'y. Officers and directors will meet Feb. 20 to appoint a manager.—Art Torkelson.

Osage, Ia.—Prowlers were unsuccessful in gaining entrance to the Osage Grain & Supply Co.'s office recently. A bar had been used to force a storm window which held.—A. G. T.

Wellsburg, Ia.—The Geo. Potgeter Co. is building a lumber shed here and adding a new line of lumber and building material in conjunction with its grain, coal, feed and seed business. C. C. Meyer is the manager.—Art Torkelson.

Vail, Ia.—Tracy North has purchased the Vail Milling & Elvtr. Co. from Adams Bros., who have owned and operated it for many years. Of late, milling operations had been discontinued, the business being confined to grain and feed.

Washington, Ia.—The Baxter Elvtr. burned Feb. 13 at 5 p. m., the cause of the fire being reported as spontaneous combustion; loss, \$20,000; partly insured. The elevator was leased to C. E. Phillips.—Art Torkelson, with Lamson Bros. & Co.

Little Rock, Ia.—The E. A. Brown Co., of Luverne, Minn., has equipped its local house with a direct-connected Clow-Winter Geared Head Drive powered with a Fairbanks-Morse Motor, all purchased from R. R. Howell & Co. H. Norin Stahl is making the installation.

McCallsburg, Ia.—The Farmers Grain Co. has improved its grain handling facilities with the installation of a direct-connected Clow-Winter Geared Head Drive and a 10-h.p. Fairbanks Motor. New 14x7 Superior DP Cups were also included. All equipment was furnished by R. R. Howell & Co.

Conrad, Ia.—The elevator firm of Belz Bros. will hereafter be known as Belz & Co., Raymond A. Belz, senior member of the firm, having purchased the interest of his brother, Clifford C. Belz, and is now sole owner of the elevator and lumber yard here. This is a pioneer business in Conrad.

Lake City, Ia.—E. E. Wentz, who formerly operated an elevator here, recently in business at Lanesboro, is doing some serious deep sea fishing at West Palm Beach, Fla., and reported the catch of a sailfish, seven feet long and weighing 49½ pounds. He is spending the winter there.—Art Torkelson.

ELLIS DRIERS

Known the world over for reliability and perfection of product. Direct Heat — Indirect Heat — And Steam Heat. Also . . .

A complete line of Rotary Driers and Feeders for mill and feed plants.

The Ellis Drier Co.

2444-56 N. Crawford Ave.

Chicago, Ill., U. S. A.

Dougherty, Ia.—Frank Backer, 44, manager of the Farmers Elevator Co.'s elevator here for the past 10 years, passed away at his home from a heart attack, Feb. 16. He is survived by his wife and one son. His sudden death came as a shock to his many near friends both in and out of the grain trade.—Art Torkelson.

Sioux City, Ia.—Feb. 17 was "Grain Exchange Night" at the dinner meeting of the Sioux City Traffic Club, members of the Sioux City Grain Exchange having charge of the program. W. R. Scott, traffic commissioner for the Kansas City Board of Trade and executive vice-pres. of the Associated Southwest Elevators, and F. L. Madden, of St. Paul, were speakers.—Art Torkelson.

LeMars, Ia.—Plymouth Cereal Mills, incorporated; capital stock, \$70,000; incorporators: M. A. Cass, Jr., R. B. Dalton, W. H. Boyd, E. A. Dalton, R. J. Koehler; to engage in milling flour, grinding feed, processing agricultural products and cereals, storing agricultural products, etc. This company is the re-organization of the former Plymouth Milling Co., as reported in the July 8, 1936, Journals.

Union, Ia.—One of Union's oldest landmarks, the north elevator on the property owned by the Froning Grain Co., known locally as the Red Elevator, is being torn down. The building was erected in 1875 by Grant Barnes, who came to Union with the completion of the Central Iowa Railroad thru Union in 1869 and operated the elevator and general store here. It was built of white pine, being nailed together with old fashioned cut nails. Because there was no other power available when the elevator was built, horse power was used. Mr. Froning will use the lumber salvaged from the old landmark to repair buildings on his farm.—Art Torkelson.

KANSAS

Syracuse, Kan.—Another large gasoline tank was recently installed at the gas station at the Geo. E. Gano elevator here. A. L. McClure is local manager.

Belmont, Kan.—The Moore Grain Co. has leased ground of the M. P. Railroad where the Richardson Elevator stood that burned in July, 1935.—Moore Grain Co.

Doster (Caldwell p.o.), Kan.—I have purchased the Cloud elevator at Doster. Will install air dump and truck scales before harvest.—Chas. Burlie (Anthony, Kan.).

Penokee, Kan.—The new 20,000-bu. elevator for the Penokee Farmers Union Co-op. Ass'n here, which replaces its fire loss of last July, was completed by Ben Munson & Sons early this month.

Dexter, Kan.—Levi T. Shrader, who has operated an elevator here for many years under the firm name of L. T. Shrader & Co., died from pneumonia and influenza on Feb. 5. He was 50 years of age.

Zenith, Kan.—The Zenith Grain, Livestock & Merc. Co., H. E. Hartnett manager, is planning to erect a new elevator here, possibly this season. The stockholders have appointed a committee to look into the cost and plans for a new house.

Moundridge, Kan.—The Moundridge Elevator Co. has awarded contract to Chalmers & Borton for the installation of a 20-ton Fairbanks scale having a type-registering beam and a 9x34-foot platform, and also the erection of a new office 16x24 feet.

Powhattan, Kan.—The Derby Grain Co. has installed a 40 h.p. motor, a Fairbanks-Morse Flex-Mor V-Drive and 36-600 Fairbanks-Morse Hammer Mill equipped with a magnetic separator. The Ernest Engineering Co. furnished and installed the equipment.

Wakarusa, Kan.—The Wakarusa Feed Co. has added to its equipment a 20-h.p. motor, Fairbanks-Morse V type Drive and a Fairbanks-Morse 36-500 Hammer Mill equipped with a magnetic separator, the equipment being furnished and installed by the Ernest Engineering Co.

Bern, Kan.—W. H. Hilt, who owns and operates an elevator here, plans to do some remodeling and to install new machinery.

Salina, Kan.—An air compressor tank at the Madden Grain & Feed Co. exploded recently, but fortunately no one was near enough to the tank at the time to be injured. An outside wall was reported damaged and two window lights broken. The damage was repaired the same day.

Axtell, Kan.—W. B. Gallagher, grain dealer and Kansas millet king, was attacked and brutally beaten after night in his elevator office by two youths, who planned robbery. The culprits were apprehended and sentenced to prison for from one to five years.—H. R. Howell (Marietta, Kan.).

Whiteside (Hutchinson p. o.), Kan.—The Whiteside Co-op. Equity Exchange has contracted with Chalmers & Borton for a complete overhauling of its elevator, which will include new metal roofs, new and larger cupola, replacement of foundation sills, roller-bearing boot, tex rope drive with antifriction bearing on head, steel loading-out spout, new head and distributor.

Minneapolis, Kan.—What is believed to be the largest truck scale in a country grain elevator in the state of Kansas is being installed by the Farmers Elevator Co. here. The new scale is a 30-ton Fairbanks with a 10x34 concrete deck. It is also equipped with a dial. The new scale was sold by and is being installed by the Van Ness Const. Co., which is just completing a new elevator for the owners.

Topeka, Kan.—Senate Bill No. 177 and its companion House Bill No. 225 were introduced [in the state legislature] the first week in February, having been referred to the judiciary committee of the house and senate. This is the bill sponsored by the Kansas Grain, Feed & Seed Dealers Ass'n to regulate the itinerant merchant. Write, wire or phone without delay members of the judiciary committee, in whose hands now lies the destiny of this bill. The complete committee of each body is as follows: Senate judiciary committee—Kirke W. Dale, chairman; Rolla W. Coleman, vice-chairman; Donald C. Allen, W. A. Barron, E. H. Benson, F. H. Cron, Benj. F. Endres, Warren B. Grant, Ed T. Hackney, W. C. Harris, Walter F. Jones, Robert Lemon, J. Glenn Logan, Payne H. Ratner, Arnold C. Todd, Harry M. Tompkins, Baile P. Waggener, Harry Warren. House judiciary committee—Harry W. Fisher, chairman; Donald Muir, vice-chairman; S. C. Bloss, Leslie H. Cable, Clay C. Carper, Leonard T. Jent, Morris Johnson, Max Jones, Walker F. Means, Harold Medill, Allen Meyers, O. Mills, Joe Nickell, George Reid, A. W. Relihan, I. T. Richardson, Wilford Riegle, W. H. Ryan, Raymond E. Smith (of Marshall County), George Templar, William H. Towers, Fred R. Vieux, Grant Waggener, Paul R. Wunsch.—J. F. Moyer, sec'y Kansas Grain, Feed & Seed Dealers Ass'n.

Paola, Kan.—The new plant of the Buchman Seed & Feed Co., reported in the Jan. 27 Journals as under construction, will be a combined 15,000-bus. modern, ironclad, studded elevator with a complete feed grinding and mixing plant attached, with a large warehouse 36x70 feet. The complete plant is of studded construction, ship-lap boxing and galvanized iron covering, including lightning rod protection. Construction of this building was begun Dec. 7, and the equipment is now being installed which consists of Great Western Sheller and Cleaner, special distributors and steel spouting, manlift operating from the pit to the cupola floor, 10-h.p. head drive, electric truck lift, Jay Bee Hammer Mill equipped with a magnetic separator, Jay Bee Cold Molasses Mixer, new corn chopper and grader, Bowsher Grinder, 1-ton dry-feed mixer, Fairbanks floor type warehouse scale, Fairbanks 20-ton concrete truck scale. All machines are individually motored with the latest type enclosed motors using Flex-Mor V Type drives. A Richardson Automatic Scale was installed so as to weigh grain to and from the car. Has a car unloading sink and also a specially designed spiral feed from the ear corn dump to the sheller. The pit was waterproofed and the elevator has four large grain storage bins and 11 smaller miscellaneous retail and feed bins. The elevator leg is of a 2,500-bus. capacity, equipped with a 14-inch rubber belt, D.P. buckets and roller bearing boot with steel gates. The Ernest Engineering Co. has the contract.

Topeka, Kan.—Senate Bill No. 124 provides for an amendment to the grain inspection law, which re-instates the assistant to the chief grain inspector, which position existed prior to 1933. The grain trade feels that this position does, in a measure, safeguard the shippers' interest and that it should be re-created. This bill has been referred to the federal and state affairs committee and a hearing has been held. A twin bill has been introduced in the house. Grain dealers should write their legislators, asking them for their support on this measure.

KENTUCKY

Hopkinsville, Ky.—The Hopkinsville Milling Co. sustained wind damage on Feb. 8.

Calvert City, Ky.—On the morning of Feb. 8 fire of undetermined cause destroyed the mill of the Norman Milling Co. The mill was in flood territory, and extra heat was being used to dry it out.

Cadiz, Ky.—Water stood several feet deep in the Cadiz Mill, when the Ohio and its tributaries were on their recent rampage, and the machinery was put out of business. About 1,200 bus. of corn was damaged by the water and was later sold to farmers at about half price. The mill is operating again.

MICHIGAN

New Troy, Mich.—Floyd and Dean Morley have installed a diesel engine in their New Troy Mill.

Gobles, Mich.—Ervin Garrett has rented a vacant store building in which he will open a feed mill soon.

Bradleyville, Mich.—A 15-ton truck scale and a cleaner were recently installed by the Wallace & Morley Co. at its local elevator.

Portland, Mich.—A hot bearing on the fan of a grain separator caused slight damage to the plant of the Valley City Milling Co. on Feb. 10.

Middleville, Mich.—Conduit wiring was recently installed at French & Co.'s elevator here, also new starters with protective devices for the motors.

Newport, Mich.—The new elevator recently completed here, owned by a company headed by Lowell Harrington, is now grinding feed. Equipment is being installed for making flour.

Freeport, Mich.—Louis Overholt, who has been employed at the elevator for some time, has been appointed manager of the C. H. Runci-man Elevator, following the resignation of Al Chickering.

Bay City, Mich.—Fire, believed to have started from an overheated stove, caused several hundred dollars' worth of damage to the warehouse (owned by the Pere Marquette Railroad) and sacked beans of E. A. Botimer, Inc. Loss is covered by insurance.

Lansing, Mich.—Officers of the Michigan State Millers Ass'n elected at the recent annual meeting are: Pres., Frank Ritchie, Dowagiac; vice-pres., Harold F. Stock, Hillsdale; executive committee—Fred N. Rowe, A. B. Marcy, C. D. McKenzie, Edward Harris, Don Sowle.

Durand, Mich.—Ephraim Judson, owner and operator of the Durand Farmers Elevator Co.'s elevator, died earlier this month at his home near Durand, at the age of 70 years. Mr. Judson, who was a descendant of a pioneer family, was a former representative in the state legislature.

Williamstown, Mich.—The brick plant of the Red Cedar Alfalfa Milling Co. burned at 10 p. m., Feb. 12; loss, estimated at \$7,000; about \$500 insurance on the building and none on the contents. W. J. Ireland, owner of the mill, had already begun erection of a new plant in another part of town, and planned to move the equipment to the new structure on its completion. The new plant will include a mill, meal storage, warehouse, hay shed and other buildings.

Official Brown-Duvel MOISTURE TESTERS

and a complete line of grain and seed testing equipment. Every item guaranteed up to government specifications.

HARRY B. OLSON
ASHLAND BLOCK CHICAGO, ILL.

Michigan Headquarters Elevator Equipment and Supplies

FLACK PENNELL CO.

Phone 25181 Saginaw, Mich.

Ludington, Mich.—A landmark here for 37 years, the 155-foot grain elevator of the Pere Marquette Railway Co., has been completely razed. It has been idle two and a half years. Thruout its entire existence it was in charge of George Warden.

Mason, Mich.—The recent fire at the Mason Elvtr. Co.'s elevator, reported in the Feb. 10 Journals, originated in the office, shortly after it had been closed for the day. Prompt action of the fire department kept the loss down to about \$200.

Lake Odessa, Mich.—Fred and Harley Wilson, who operate a mill at Tallmadge (r. d. Grand Rapids), Mich., have bot the Kart Mill here from Mrs. Maude Kart, who has operated it since the death of her husband, George E. Kart, a year ago. This mill is one of the oldest businesses in Lake Odessa.

Port Huron, Mich.—The contagion of the sit-down strike has reached elevators. Sixteen girls at the Pinnebog Bean Elvtr. here, demanding higher wages, sat down at noon, Feb. 12, ordered bedding and food from relatives and stayed in the elevator until 7 p. m. that evening, when Mrs. Joseph Stinson, the wife of the elevator owner, who was also the book-keeper, effected a temporary settlement.

Carson City, Mich.—The Rockafellow Grain Co., with elevators here, at Middleton, Ashley and Vickeryville, which for the past ten years have been under the management of the Christian Breisch office at Lansing, Mich., has, effective Feb. 1, re-established its general offices at Carson City, with Arthur J. Goulet in charge as resident manager. Mr. Goulet for 10 years was vice-president and manager of the Orr Bean & Grain Co., at Midland, Mich., prior to that time he was auditor for the former Isbell Bean Co., at Detroit. For several years previous to this he was identified with elevator interests in the Thumb.

MINNESOTA

Rush City, Minn.—A 125-h.p. motor has been installed in the local mill of the Amber Milling Co., of Minneapolis.

Spicer, Minn.—The Green Lake Grain & Seed Co. has had R. R. Howell & Co. install a metal and stone Clow-Winter Separator at its elevator.

Nassau, Minn.—A new storage bin and leg have been built in the plant of the Nassau Farmers Elvtr. Co. so that oat groats need no longer be sacked off the huller.

Canton, Minn.—The Canton Feed Mill, which has been closed for five years, will start operating again on March 1. C. C. Kingsbury and son, of Whalan, Minn., will conduct the business.

Upsala, Minn.—Upsala Co-op. Produce Ass'n, incorporated; capital stock, \$10,000; incorporators: Carl Mokros, Julius Holmen, Fritz Olson, O. W. Odell, Swan Edin; to manufacture, buy and sell grain products and merchandise.

Lake Lillian, Minn.—C. V. Johnson, of Rothsay, has temporarily taken over the management of the Farmers Elvtr. Co.'s elevator. The manager died recently and Mr. Johnson will be in charge until another manager is appointed.

St. Paul, Minn.—Charles J. Hauser, 77 years of age, for many years engaged in the grain commission business in this city, and also of the Hauser & Sons Malting Co., of South St. Paul, died at his home in this city the second week of February.

Underwood, Minn.—Paul H. Gust, of Henning, Minn., has bot the Underwood Grain Ass'n's elevator and equipment, taking possession Feb. 1. In the spring Mr. Gust plans to install additional machinery, including a cleaner and feed mixing equipment.

Klossner, Minn.—The Eagle Roller Mill Co., which operates a complete feed mill at this point, has had a new Strong-Scott Attrition Mill installed. This is an additional unit to take care of increased business. The T. E. Ibber-son Co. made the installation.

Detroit Lakes, Minn.—Roy Wacksmuth has purchased the interest of Porter Erickson in the Detroit Lakes Milling Co., thereby becoming the partner of Roy Floan, who, together with Mr. Erickson, took over the flour milling company more than two years ago. Mr. Wacksmuth, who is 27 years old, is a native of this community.

Milaca, Minn.—The T. E. Ibber-son Co. is installing a new 20-ton Fairbanks Scale for the Farmers C-op. Creamery, Inc., which operates an elevator here.

Duluth, Minn.—Wrecking of the Consolidated Elvtr. Co.'s elevators "B" and "C," two of the oldest houses at the Head-of-the-Lakes, is expected to get under way this week. Razing of the structures will reduce the local elevator capacity to the extent of about 2,000,000 bus., leaving active space standing at 48,875,000 bus. —F.G.C.

Bird Island, Minn.—It was a derailed freight car that caused the damage at the Pacific Grain Co.'s plant last month, and not the fire demon, as reported. W. H. Sheehan, manager of the elevator, writes: "On Jan. 9, while switching, a box car left the rails and completely wrecked our feed warehouse and damaged the cribbing of the elevator."

Duluth, Minn.—The state grain inspection department last week laid off six more employees in the Duluth office. About a month ago, nine were dropped from the department's payroll. The last lay-off was said to be only temporary. As a result of last month's lay-off, two of the men filed soldiers' preference claims to their jobs and a hearing has been set in district court here for Mar. 1.—F.G.C.

Wilmont, Minn.—The E. A. Brown Co., of Luverne, is making numerous improvements in its plant at Wilmont, including new steel boot tank, Howell Roller Bearing Boot, Howell Head Pulley, 13-inch, 5-ply Atlas Belting, 12 by 5 Calumet Cups, new seamless steel direct spout, etc. Equipment was furnished by R. R. Howell & Co., and installation work is being done by H. Norin Stahl.

MINNEAPOLIS LETTER

The office of A. G. Bemmels, feed jobber, were recently moved to the Hodgson Bldg., from the Chamber of Commerce Bldg.

The Chapin Feed Co., of Chicago, has opened an office in this city, in the Metropolitan Life Bldg. A brokerage business in feed materials will be carried on, under the name of the Chapin Feed Co. of Minneapolis. Frank M. Rosekrans, Jr., is local manager.

H. R. Sumner, for many years sec'y of the N. W. Crop Improvement Ass'n, has tendered his resignation to become effective at the pleasure and discretion of the board of directors. Mr. Sumner will take charge of the newly formed agricultural department of the Peavey Co.

Following the regular monthly dinner meeting of the local chapter of the Society of Grain Elvtr. Superintendents, scheduled for Feb. 23, at the Curtis Hotel, this city, a power conference was held. Sec'y E. J. Raether, of the Minneapolis chapter, announces the consolidation of the Duluth and Minneapolis chapters of the society. For the Mar. 30th meeting a trip will be made thru the new Cepro malt plant at Shakopee, just outside of Minneapolis, to inspect the modern grain-handling facilities employed at that plant.

MISSOURI

Jasper, Mo.—Roy R. Carter sustained damage to the electrical equipment of his elevator recently.

St. Louis, Mo.—After being in ill health for about a year, Arthur P. McDonald died at his home in this city on Feb. 11, at the age of 72 years. Mr. McDonald was an employe of the Merchants Exchange for 53 years and market recorder for the last 30 years.

Marshall, Mo.—The mill plant of the Rea-Page Milling Co. was slightly damaged by fire of undetermined origin Feb. 12.

Columbia, Mo.—Kenneth D. McDonald, employed by the Grain Dealers National Mutual Fire Ins. Co. as a special agent for the State of Missouri, and residing at Columbia, died Feb. 15 from pneumonia. His wife had died from the same disease in a local hospital on Feb. 5. Mr. and Mrs. McDonald are survived by four small children, the oldest a boy of seven years, the youngest a five-months-old baby girl. The boy contracted pneumonia late in January and was very ill for a week or longer but has since recovered. His mother contracted the disease a few days later.

Jefferson City, Mo.—House Bill No. 228 to control truckers merits the active support of every established grain dealer. A license fee of \$100 and \$50 for each truck will discourage the fly-by-nights. A. H. Meinershagen, sec'y of the Missouri Grain Dealers & Millers Ass'n, writes: "If there ever was a time that you should get in touch with your senator and representative, it is now. Urge them to support House bill No. 228. Please don't delay getting in touch with your senator and representative. Telegraph, telephone and write them today. Your ass'n is making every effort possible to have this bill become a law. Mr. Chambers is in Jefferson City and is doing everything he can. It is absolutely necessary that you help us. It certainly means a lot to your business. Please give this matter your attention. We also ask you to urge your senator and representative to oppose House Bill No. 114 which seeks to liberalize the return haul of farm to market whether owned by farmers or not. Under House Bill No. 114 no regulation of the dishonest trucker will be possible."

KANSAS CITY LETTER

The Board of Trade Bowling League held its annual party on the evening of Feb. 11, at the Baltimore Hotel, this city.

The informal conference on amendments to the rules for grading under the federal standards will be held at 2:30 p. m., Feb. 26 in the Hotel Kansas Citian.

Goffe & Carkener, Inc., at its recent annual meeting of stockholders elected W. B. Young vice-pres., and H. J. Sosland, sec'y, succeeding Mr. Young. W. C. Goffe is pres. of the firm.

Walter Schick, manager of the millfeed department of the Larabee Flour Mills Co. here, has resigned to become associated with a commercial feed company, and L. J. Flora will be his successor, the effective date being Mar. 1.

The widow of B. C. Christopher, founder of the grain commission house of B. C. Christopher & Co., in 1878, died Feb. 12, at the age of 85 years. Three sons, Stanley, Campbell and James, and two grandsons, Stanley, Jr., and Hearne, are now in the Christopher firm.

Kansas City, Kan.—The supplementary application of this city with the PWA for \$91,000 additional loan to cover cost of machinery and also several levee improvements omitted previously, has been granted, the new award amounting to \$91,300. The low bid of \$423,975, submitted by the Nicholson Co. when the city received bids for machinery for the 3,000,000-bu. elevator under construction, on Dec. 17, was found to exceed the available funds. Horner & Wyatt are the engineers and made the plans for the elevator.

NEBRASKA


Boone, Neb.—Mail addressed to Roach & Bennett is returned by the post office marked "Addressee moved."

Beatrice, Neb.—Black Bros. flour mill, which burned early this month, as reported in the Feb. 10 Journals, will be rebuilt.

Lanham, Neb.—Henry Korff, 72 years of age, who has owned and operated an elevator here for many years, died Feb. 6, in a Beatrice hospital.

Omaha, Neb.—Sam J. Brown, formerly connected with the Trans-Mississippi Grain Co. here, died at his home in Spokane, Wash., Feb. 14. He left Omaha about 20 years ago.

Oshkosh, Neb.—P. W. Klinge has sold his Klinge Hay & Grain Co. business to L. Spelts, who has taken possession. The business will be known as the Spelts Grain Co. Duke Bandy will be retained as assistant to Mr. Spelts.



**Complete
GRAIN & SEED
TESTING EQUIPMENT**

•

OFFICIAL BROWN DUVAL
MOISTURE TESTERS
WT. PER BU. TESTERS
FOUR-IN-ONE SCALES
BOERNER SAMPLERS
GRAIN TRIERS
—SAMPLE PANS

SEED TRADE REPORTING BUREAU
223 W. Jackson Boulevard
CHICAGO, ILL. TEL. WABASH 3712

Lincoln, Neb.—Two bills to regulate truckers, Nos. 50 and 51, are before the Senate, introduced by Senators Knickrehm, of Grand Island, and Diers, of Gresham. No. 50 requires the trucker merchant to pay a yearly enrollment fee as a company and a special peddler's license for each truck operated in the business. It also requires him to carry a \$500 bond and maintain headquarters for his business. L. B. 51 is a bill prepared by the truckers ass'n of the state to define the common and contract carriers by truck, and prescribe rules for their control by the Nebraska State Railway Commission as provided by the state constitution. Both these measures are before the commerce and communications com'te. Hon. W. R. Johnson, of Omaha, is chairman. The other members are Messrs. Armstrong, of Auburn; Brady, of Atkinson; Carpenter, Guide Rock; Dafeo, Tecumseh; Diers, Gresham; Knickrehm, Grand Island; Hall, Roseland; Warner, Waverly.

Lincoln, Neb.—Bill No. 181 has just been introduced and has not yet been printed for distribution. It amends the warehouse law to abolish the present ten-day grace on storage. It requires that the scale ticket given for a load of grain shall show that it is either sold that day or binned for storage and the storage fee is to date from that day. We have talked with several dealers out over the state and they are very strongly in favor of this change. They say that the ten-day law now in force loads them up at times with a lot of grain which they cannot put in the bins set apart for storage because it is not yet storage grain; and they have no room in their shipping bins for a lot of grain which for ten days may be neither sold or stored. They do not want to be responsible for or loaded up with grain for a period of ten days which they can neither store nor sell and yet must keep insured. Illinois and Indiana and some of the other states do not have any grace days for free storage of grain after it comes to the elevators. Write your senator your opinion on this change. The elevators and mills are industries directly affected and naturally the senators knowing but little about the grain business will want to learn about it from men in the grain business.—Nebraska Grain Dealers Ass'n, J. N. Campbell, sec'y.

NEW ENGLAND

Boston, Mass.—Sec'y Louis W. DePass, of the Boston Grain & Flour Exchange, was confined to his home recently with a dislocated hip bone.

Kezar Falls, Me.—William M. Chellis has taken over the grain and feed business of his son, Allen M. Chellis, who has gone to Kingston, N. Y.

Boston, Mass.—New officers of the Boston Grain & Flour Exchange are as follows: Pres., Carl J. B. Currie (re-elected); first vice-pres., Frank C. Bowes; second vice-pres., William M. Wise. Directors for three years: Thomas J. McAuliffe, Andrew L. O'Toole, Clarence O. Case and Loren A. O'Brien.

NEW MEXICO

Portales, N. M.—On account of the Mississippi Valley flood, Worley Bros. were compelled to postpone the opening of their Portales Milling Co. plant for the manufacture of feeds and flour, at least one month. About \$9,000 worth of milling machinery, which was coming from Ohio, was lost or buried in the flood. As reported in the Dec. 23 Journals, Worley Bros. had purchased the Farmers Elevator Co.'s elevator here and were erecting a mill addition to the plant, expecting to have it ready for operation by Feb. 1.

NEW YORK

Hempstead, N. Y.—Bellmore Feed Co., incorporated; capital stock \$10,000.

Whitesville, N. Y.—The Feed Dealers Supply Co. has bot the Wellsville Milling Co. here.

Binghamton, N. Y.—The capital stock of the Co-op. Feed Dealers, Inc., was recently increased to \$100,000.

New York, N. Y.—Recently elected to membership in the Produce Exchange were: W. A. Flagg, Edwin H. Sennhauser and Ernest Smith. The latter of Norwalk, Conn.

Jamestown, N. Y.—The main building of the Pearl City Mills, feed manufacturers, burned Feb. 1; loss, approximately \$100,000; partly insured. Clarence E. Andrews and A. K. Denn operated the plant. Business is being continued in a smaller, two-story building that was not damaged by the fire.

NORTH DAKOTA

Geneseo, N. D.—The Osborne-McMillan elevator and the Soo Line depot here burned recently; loss, about \$15,000.

Ray, N. D.—The St. Anthony & Dakota Elevator Co.'s hardware store here was destroyed by fire during the night of Jan. 20; loss, estimated at about \$15,000.

Eckelson, N. D.—Governor Langer has appointed Dan Haffey, with the Cargill interests at this point, State Storage Grain Commissioner. Mr. Haffey has been with the Cargills for 35 years.

Buchanan, N. D.—James A. Buchanan, sec'y of the Buchanan Elevator Co., prominent figure in North Dakota for a generation, a former director of the Buchanan farms near the town which bears his name, died unexpectedly Feb. 18. He was serving his second year as vice-president of the Farmers Grain Dealers Ass'n of North Dakota, and had previously been a director. Coming to North Dakota from his native Wisconsin in 1880, he took a pre-emption near what is now Buchanan. He and an older brother, John, expanded their holdings until at their peak they exceeded 8,000 acres. He was for many years a member of the Stutsman County board of commissioners and was a trustee for the state hospital for the insane. In 1912 Mr. Buchanan was defeated for the Republican nomination for governor by L. B. Hanna. He is survived by two daughters, his wife having died several years ago.

OHIO

Stony Ridge, O.—Elliott & Beasley contemplate installing a new head distributor.

Willshire, O.—A new electric motor has been installed in the elevator of the Farmers Grain Co.

Marysville, O.—The Union County Farm Bureau Co-op. Ass'n sustained a fire loss at its plant on Feb. 12.

Columbus, O.—The Ohio Miller State Ass'n meeting will be held in this city, at the Deshler Hotel, on Apr. 22 and 23.

Alliance, O.—A slipping belt on a motor caused a small fire in the plant of the King Bee Milling Co. recently.

Lilly Chapel, O.—We just installed a one-ton Sidney Twin Mix Feed Mixer to replace a half-ton mixer.—Sark & Plum, Inc.

Defiance, O.—The Ohio Farmers Grain & Supply Ass'n, of Fostoria, O., will erect a 60 x40-foot fertilizer mixing plant here.

Ashland, O.—Dyke Elevator, incorporated; capital stock, 100 shares no par; incorporators: Carl C. and Jessie Porter, and Frank T. Bow.

Columbus, O.—The 58th annual convention of the Ohio Grain, Mill & Feed Dealers Ass'n will be held at Cedar Point, Sandusky, June 22 and 23.

Akron, O.—Mound Farm Mills Co., incorporated; capital stock, 250 shares no par value; incorporators: Asbury T. Bean, DeWitt Quick and D. P. Dowling.

Fremont, O.—The Peoples Elevator & Supply Co., which operates a 20,000-bu. house here, has secured a building permit for the erection of a 10x100-foot mixing plant.

Cridersville, O.—Reichelderfer & Graham recently installed at their 25,000-bu. elevator a large 20-ton scale, which was furnished them by the Sidney Grain Mch. Co.

Plain City, O.—Ray Latham and son, Thomas, grain dealers of Unionville Center (railroad name Unionville), O., have purchased Hiatt & Chapman's elevator at this point. Thomas Latham will manage the local business.

Genoa, O.—An addition 12x4 feet has been erected at the Genoa Farmers Exchange Co.'s elevator, in which feed grinding and mixing equipment has been installed. Later, seed cleaning machinery will also be installed. D. D. LaPlant has been manager of this elevator for 12 years.

A SIX-HOUR day and a five-day week? Why not an eight-hour day and a five-day week? Union labor has generally been fair on both hours and pay. It's had some great leaders in the past. We're for it. But we're not for the plug-ugly or the dictator in labor, capital or politics. When racketeers defy your courts and razz your form of government—drive 'em to cover. Make America "safe for democracy".

LOWELL HOIT & CO.

Stryker, O.—The C. M. Saunders Co., of Toledo, O., operator of alfalfa mills and driers in Toledo and Napoleon, plans the erection of a similar mill here. A site for the buildings, which will be of steel construction, is already being cleared. The new plant will employ from 10 to 25 men, it is said.

Delphos, O.—Scratch feed and graded cut corn will be manufactured here for the Arcady Farms Milling Co., of Chicago, by the Garman Grain Co., which has become affiliated with the former company and has installed new machinery to manufacture the products. The Delphos plant will also serve as a truck reshipping depot for the Arcady Co.

Jenera, O.—Jenera Co-op. Grain & Supply Co. has installed the following equipment: A large hammer mill, hammer mill feeder, 1½-ton Sidney Kwik-Mix, large boot sheller, elevator, revolving screen cleaner, electric hoist, hopper scale, corn cracker complete with motor and V rope drive, 20-ton truck scale, manlift and dust collector, all furnished by the Sidney Grain Mch. Co.

Columbus, O.—Among the hundreds of bills presented to the State Legislature for action during the present session is one by Representative Carl F. Wintzer, Democrat of Auglaize County, containing many far reaching provisions, some of which go farther than the defunct NRA. (H. B. No. 36). Under provisions of this bill it would be unlawful to: Engage in false or misleading advertising; misbrand articles; bribe buyers or employees of customers to hold patronage; procure business secrets of competitors by bribing employees; induce employees of competitors to violate their contracts or entice employees away; make false or disparaging statements respecting a competitor's product; make trade boycotts or threats of suit for patent infringement; make price agreements to cut off competitor's supply; selling below cost to stifle competition, paying excessive prices to eliminate competition or using merchandising schemes based on lot or chance. Violations under the bill would be misdemeanors, punishable by fines of from \$100 to \$1,000, or a maximum prison sentence of six months, or both.—W. W. Cummings, sec'y, Ohio Grain, Mill & Feed Dealers Ass'n.

OKLAHOMA

Billings, Okla.—The Billings Grain & Supply Co. recently sustained windstorm damage to its plant.

Walters, Okla.—J. S. Morrison, formerly of Lawton, has been appointed manager of the Farmers Co-op. Elevator Co.'s elevator here.

PENNSYLVANIA

Afton, Okla.—Mail addressed to M. T. Cox (who formerly operated a small elevator here) is returned by the post office marked "Deceased."

Atoka, Okla.—The warehouse and garage of the Shawnee Milling Co., doing business as Atoka Milling Co., were destroyed by fire of undetermined origin on Feb. 10.

PACIFIC NORTHWEST

Enumclaw, Wash.—Ray Calloway, manager of the Clark Feed Co.'s plant here for nearly nine years, has resigned and been succeeded by Fred Jackson, of Los Angeles.

Rosalia, Wash.—A warehouse, owned by the C. V. Harbour Grain Co. and leased by D. B. Dorsey, collapsed under the heavy weight of snow (the heaviest snowfall in many years) Jan. 28 and fell across the Northern Pacific tracks. Among other things, the house contained wheat and feed.

Walla Walla, Wash.—After being with the Pacific Coast Elvtr. Co. for more than a quarter of a century, Milton Cassiday, manager for the company here, resigned recently to retire to his turkey ranch near Hermiston, Ore. Harry Hechtner has been transferred by the company from Pasco to succeed Mr. Cassiday here.

Salem, Ore.—Truck Bill No. 131 has been introduced in the Oregon Legislature by friends of labor unions. It provides for eight hours' work in a day for everyone driving a truck or automobile for commercial purposes. By its provisions even salesmen would be prohibited from driving cars longer than eight hours out of ten.

Kennewick, Wash.—E. A. Boyd, of the Boyd-Conlee Co., Spokane, and George C. Gregory, of Plains, Mont., are reported to have bot the Kennewick Flour Mills, which have a capacity of 400 barrels. Mr. Boyd is pres. of the company, and Mr. Gregory manager. Mr. Boyd is a past-president of the Pacific Northwest Grain Dealers Ass'n.

Portland, Ore.—Paul G. Ostroot, of the Sperry Flour Co., was elected pres. of the Portland Grain Exchange at the annual meeting. Other officers were: Andrew M. Chrystall, vice-pres.; D. Vernon Miller, sec'y, and William A. Kearns, treas. The new board of directors elected included the above named officers and Preston W. Smith, Fay Malone, D. E. Harris, Ben J. Greer and E. T. Petterson. Annual reports presented by the treas. and officers showed that, in spite of the maritime strike, the exchange has had a very satisfactory year.—F. K. H.

Portland, Ore.—With feverish haste extra gangs of longshoremen are unloading more than 30,000 tons of Argentine corn from the holds of four chartered British freighters here. These vessels having been lying at anchor since last November-December. The Nyanza has aboard 7,500 tons; the Chelsea 8,000 tons; the Treverbyn, 7,500 tons and the Wearpool, 3,500 tons. Three other freighters with corn from the Argentine came into port during the strike, but because of the uncertainty of delivery, proceeded to British Columbia to discharge.—F. K. H.

Salem, Ore.—Efforts are being made to amend Senate Bill No. 277, a storage bill introduced by storage houses in Portland, with the supposed intention of excluding the grain trade, but under its terms many Valley grain, feed and seed concerns would be included. A bill considered particularly vicious has been withdrawn, Senate Bill No. 139, which provided for the surrender of grain by warehousemen to the holder of a warehouse receipt, with no regard as to how the receipt was obtained, whether by theft, fraud or any other dishonest means. This bill was killed thru the co-operation of the legislative com'te of the Pacific Northwest Grain Dealers Ass'n, the Oregon Feed Dealers Ass'n and the State Dept. of Agriculture.

Sharon, Pa.—An addition will be built to the Roux Feed Mill, to be used for storing feed products.

Unionville, Pa.—The plant of the Blinn Milling Co., built about 10 years ago, burned last month; loss, estimated at \$40,000. A. L. and M. K. Blinn were the owners and operators.

New Berlin, Pa.—The chopper at the New Berlin Milling Co.'s feed mill broke recently, while in operation, its parts going in all directions. One piece weighing over 100 pounds was hurled thru the roof. Fortunately, no person was injured.

Waynesboro, Pa.—The White Mill, near here, erected in 1845 as a flour and grain mill, burned recently; loss, about \$6,500. The mill had a historic value, as Confederate troops were quartered within its walls after the battle of Gettysburg, during the Civil War.

New Brighton, Pa.—W. F. Mandeville, of Beaver Falls, Pa., and Thomas G. Anderson, of this place, have bot the Hornby Co., one of the oldest feed concerns in this section of the country, and will operate under the name of the Diamond Milling Co. Percy Hornby, whose death was reported in the Sept. 23 Journals, and his father operated the plant for many years, Percy becoming sole proprietor after the death of the elder Mr. Hornby.

SOUTH DAKOTA

Marion, S. D.—The local elevator of W. H. Borman has been closed and will open again when business conditions warrant it.

SOUTHEAST

Cameron, W. Va.—The 50-barrel plant of the Watson Bros. Mill Co., which has been operated by the Watson family for 40 years, was sold recently to the Bowser Sales & Trade Co., of Sistersville, W. Va.

Huntington, W. Va.—While E. M. Howard, of this city, sales representative in this state for the past 12 years for the Arcady Farms Milling Co., of Chicago, was driving Ralph Lee, a sales manager for the same company, to his train in Charleston, last month, the car skidded in rounding a curve and crashed into a concrete culvert, killing Mr. Howard and seriously injuring Mr. Lee, who has since recovered sufficiently to take up his duties again.

TEXAS

Abbott, Tex.—Mail addressed to Dawson Bros. is returned by the post office marked "Out of business."

Austin, Tex.—A bill recently introduced in the Texas Legislature to regulate the itinerant trucker, provides for an annual fee of \$50 for a license from the railroad commissioner and \$50 additional for each vehicle used.

Houston, Tex.—Another expansion program is planned by the Houston Mill & Elvtr. Co., which only recently completed a new cornmeal plant, a feed plant addition and installation of pneumatic grain unloading equipment at its elevator, as reported in the Journals. The new program includes a 500,000-bu. addition to the elevator, an eight-story feed mill and a three story warehouse, 155x56 feet, with a 14-foot dock. The elevator, which will be 140x52 feet, 100 feet high, will give the company a total grain storage capacity of 1,500,000 bus. here. The feed mill will be 66x44 feet.

WISCONSIN

Milwaukee, Wis.—The rate of interest for the month of March has been determined by the finance com'te of the Milwaukee Grain & Stock Exchange at 5% per annum.

Oshkosh, Wis.—D. W. Osborn, engaged in the hay and straw shipping business for over 40 years, died recently after a lingering illness, at the age of 68 years. At first operating under his own name, he later operated as the Osborn Hay & Milling Co., which will continue under that name. S. Levin, a brother-in-law of Mr. Osborn, has been in active charge of the business in recent years.

In 500 years there has never been sufficient food to feed every person in the world, remarked Major H. G. L. Strange, director of research for the Searle Grain Co. of Winnepeg in a recent address before Kansas City grain dealers and millers. Surpluses are not due to over production, but to faulty distribution. Food surpluses have always disappeared quickly; either prices dropped, so that more was consumed, or drouth conditions reduced supplies.

Railroad Claim Books

require little of your time for filing, and contain spaces for all the necessary information in the order which assure prompt attention on the part of the claim agent. They increase and hasten your return by helping you to prove your claims and by helping the claim agent to justify payment.

- A is for Loss of Weight in Transit Claims.
- B—Loss in Market Value Due to Delay in Transit.
- C—Loss in Quality Due to Delay in Transit.
- D—Loss in Market Value Due to Delay in Furnishing Cars.
- E—Overcharge in Freight or Weight.

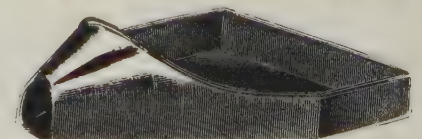
These claim blanks are printed on bond paper, bound in book form, each book containing 100 originals and 100 duplicates, a two-page index, instructions and summary showing just which claims have not been paid, and four sheets of carbon.

The five forms are well bound in three books, as follows:

- 411-A contains 100 sets all Form A. Price, \$2.00. Weight 8 lbs.
- 411-E contains 100 sets all Form E. Price, \$2.00.
- 411-5 contains 60 sets Form A, 10 Form B, 10 Form C, 10 Form D and 10 Form E. Price, \$2.00.

Grain & Feed Journals
CONSOLIDATED
332 South La Salle St. Chicago, Ill.

SAMPLE PANS



Formed by bending sheet aluminum, reinforced around top edge with copper wire. Strong, light, durable. The dull, non-reflecting surface of aluminum will not rust or tarnish; assists users to judge of the color and to detect impurities.

Grain Size, $2\frac{1}{2} \times 12 \times 16\frac{1}{2}$ ", \$2.00; Seed Size, $1\frac{1}{2} \times 9 \times 11$ ", \$1.65, at Chicago.

GRAIN & FEED JOURNALS
Consolidated
332 So. La Salle St., Chicago, Ill.

STRATTON GRAIN CO.

MILWAUKEE, WIS.

CHICAGO, ILL.

ST. JOSEPH, MO.

NEW YORK, N. Y.

MILL FEEDS — FEED PRODUCTS — BY-PRODUCTS

Future Orders Solicited

Grain Carriers

Abandonment of unprofitable branch lines by the railways of the United States totaled 1,523 miles in 1936. Too many trucks.

A national organization of shippers' advisory boards was formed at Chicago, Feb. 16, with Chas. Donley, of Pittsburgh, Pa., as president.

After running trains daily for 66 years on the Missouri Pacific between Boonville and Versailles the line has been abandoned on account of auto and truck competition. At three of the ten stations are four elevator companies, two at Tipton, one at Bunceton and another at Speed.

Beardstown, Ill.—Sharply reduced rates on grain and grain products from Beardstown are proposed in Illinois Freight Ass'n docket 4266-1, dropping the rate to Chicago from 14½¢ down to 8¢; to St. Louis, 11½¢ down to 7¢, on traffic originating on the Illinois river and moving to Beardstown by barge.

Albany, N. Y.—The McElroy-Canney bill, which provides that the steam carriers in New York must use a crew of five men in all switching or transfer operations, would not only penalize the railroads financially, but would arbitrarily force them to hire additional employees who would neither be needed nor useful.

Ogden, Utah.—A 15-day emergency 50% rail rate reduction expiring Feb. 23, to help the livestock industry suffering from abnormal snows, and applying on hay and livestock between stations in Utah on the D. & R. G. W., the S. P., the U. P. and the W. P. railroads, sharply accelerated the feed business for the period involved.

E. B. Boyd has resigned the chairmanship of the Western Trunk Line Com'ite. Mr. Boyd was manager of the transportation department of the Chicago Board of Trade from 1904 to 1908 and again in 1914 until July 1 when he accepted the chairmanship of the W. T. L. Com'ite. His successor is Jos. A. Farmar, chairman of the Transcontinental Freight Bureau, formerly with the Milwaukee Road.

Sioux City, Ia.—Accusing railroads serving Sioux City with violation of an Interstate Commerce Commission order for revision of freight rates on grain as of July 1, 1935, and asserting that prejudice exists against Sioux City grain shippers, the Sioux City Grain Exchange and nine members have petitioned the Interstate Commerce Commission for \$5,000 in reparations, plus an order to the railroads to "cease and desist violations of the act."

Quebec, Que.—Jas. Richardson & Sons were granted judgment for \$21,645 for damages to a corn cargo sunk with the motor vessel "Hurry On" off Port Hood Islands, Nova Scotia, in 1935. The boat was en route from Argentina with 33,300 bus. of corn for the St. Lawrence when it foundered, Sept. 28. The court held the boat was unseaworthy before sailing and that its shifting boards had been misplaced. The owner, Unus Shipping Co., of Halifax, will appeal.

Class I carriers in New York are required to "cease and desist" from storing goods or providing space for commercial storage, which failed to compensate the carriers for the cost of storing such goods or providing such space, in an order issued by the Interstate Commerce Commission in Ex Parte No. 104, part 6. April 15 is the effective date of the order. Reversing its previous attitude, the Commission decided that storage rates and charges should be published in tariffs.

Lawrenceburg, Ind.—Loaded cars of grain are reported to have been used as ballast to keep the flood from washing away the railroad tracks.

Sinking of the James Griffiths with part of a cargo of wheat valued at \$18,700 in 1931, was unavoidable, according to the Supreme Court of California, denying the Sperry Flour Co. damages against the Coastwise Steamship and Barge Co., of Seattle. Plaintiff alleged the boat was negligently operated by first mate Mortensen, in charge, who had taken an overdose of aspirin tablets.

Portland, Ore.—Following the Coast maritime strike, which ended here Feb. 5th in its 99th day, Portland longshoremen immediately started to work unloading the British freighter "Swainby" which docked here after being held in New Westminster, B. C. Much of the corn was sprouted and generated plenty of heat. Strike started Oct. 29, ended Feb. 4; total strikers, 40,000; votes for peace 35,906, against 5,036; ships tied up, 239.—F. K. H.

Evansville, Ind.—The Interstate Commerce Commission has authorized the Illinois Central Railroad to continue temporary carload rates on grain between Evansville and Hopkinsville, Ky. The rate of 8.5 per hundred pounds from Evansville to Hopkinsville also was applied proportionately to points on the railroad's line between Princeton, Ky., and Memphis, and between Fulton, Ky., and Boliver, Tenn., subject to a back haul charge of 1.5 cents on each hundred bushels.—W. B. C.

Ottawa, Ont.—Representing companies owning 75 bulk freighters operating on the Great Lakes and St. Lawrence River, G. P. Campbell of Toronto, Feb. 16 laid the objections of the 19 companies to rate control of lake shipping before the senate com'ite on railways. The com'ite was considering the legislation changing railway commission into the board of transport commissioners and extending its authority to cover shipping and other forms of transport. Under the bill, Mr. Campbell contended, the minister of transport could refuse a license to Canadian or British boats to operate freely between ports in Canada.

Dallas, Tex.—An amendment to the Texas Motor Common Carrier Act permitting private businesses to operate their own trucks in transporting their own merchandise over Texas highways, as an incident to the business, without coming under the jurisdiction of the Texas Railroad Commission, has been proposed by the Manufacturers & Merchants Transportation Ass'n of Texas. A joint meeting between the Texas and the Southwestern Industrial Traffic Leagues recently, discussed the proposal and adopted resolutions opposing elimination of the long and short haul clause in the Interstate Commerce Act, the full crew law and the length limit law for freight trains, and proposed unemployment insurance for rail employees.

Bill to Regulate Itinerant Merchant

Kansas Senate Bill No. 177 has been drafted to control the trucker-merchants, and has been referred to the Judiciary Com'ites of the Kansas Senate and House.

Sponsored by the Kansas Grain, Feed & Seed Dealers Ass'n, this bill has been carefully drawn by able attorneys and calls for a bond of \$1,000, \$10 annual license and \$10 tax on each motor vehicle used by the itinerant merchant.

If enacted the law will not affect farmers transporting produced by them, merchants transporting property to their established place of business, those transporting property for their own use not to be sold.

Grain Trade and Rails Fight for Transit

A. B. Enoch, general counsel for the Chicago, Rock Island & Pacific, representing the railroads, at the Interstate Commerce Commission hearing in Washington early this month, said that the carriers favor continuation of transit under proper safeguards. Transit privileges are the basis for the complaint brought by Southern Kansas millers seeking reparation on 15,000 cars of flour and millfeeds shipped into the Southeast before July, 1935.

The complaint grows out of a recommendation by Examiner Hagerty that reparation be awarded on the so-called non-transit shipments from Kansas down to the basis established by the I.C.C. 10 years ago, from Oklahoma points to Memphis, for the Southeast. But Examiner Hagerty failed to recommend that reparation be made on transit shipments, assuming a theory that the movement of wheat to mill points constituted one trade and transportation, movement of the products from the mill constituted another.

Because Examiner Hagerty's view opposed transit, grain and milling firms from many parts of the country intervened and carried the case before the Commission. Counsel for these interests pointed to many decisions of the Interstate Commerce Commission and of the Supreme Court approving the principles of transit. Counsel for the complainants contended at the Washington hearing that the rates on grain and grain products from southern Kansas points to Memphis, for the Southeast, as well as to points in Arkansas, Louisiana, and others, were unreasonable to the extent that the rates prior to establishment of the rates fixed by the I.C.C. in the grain case were higher than for substantially similar distances from Oklahoma points to the same destinations. As representative points Wichita and Enid were examples. While the Commission had prescribed a scale of rates from Oklahoma nearly 10 years ago, it failed to make a similar adjustment from Kansas.

Books Received

FIGHTING GRASSHOPPERS ON ILLINOIS FARMS prepared in co-operation with the Illinois State Natural History Survey, describes three species of grasshopper that do most of the damage; varietal resistance in corn and soybeans; grasshopper control measures, and the mixing and distribution of poisoned bait. Circular 466, University of Illinois, Urbana.

OHIO Official Directory of Grain, Feed, Seed Dealers, Flour Millers, Feed Manufacturers, for 1937, also lists line companies, supervisors, inspectors and track buyers. Published by the Ohio Grain, Mill & Feed Dealers Ass'n, W. W. Cummings, Sec'y, Columbus, O. Price, \$3.

Missouri Directory of Grain Dealers and Millers, 1937, has just been issued, containing besides the names and shipping points of dealers and millers, the names of members of the St. Louis, Kansas City and St. Joseph Exchanges, constitution and by-laws of the state ass'n and trade rules of the Grain and Feed Dealers National Ass'n. Published by A. H. Meinershagen, sec'y Missouri Grain Dealers & Millers Ass'n, Higginsville, Mo. Price, \$3.

Washington, D. C.—A six-months' fight by trucking companies ended with modification of the Interstate Commerce Commission's order of last August to permit small mutual insurance companies to write truck insurance.

A tax on sugar of \$10 to \$20 per ton processed in the United States was proposed Jan. 13 by Sec'y of Agriculture Wallace in order, as he said, "to reduce the profits of processors" and increase the income of the tax eaters.

Field Seeds

Albion, Neb.—Ralph Peterson has reopened his seed store.

Sikeston, Mo.—A seed corn picking room has been added to the plant of the Dan McCoy Seed Co.

Swedesboro, N. J.—Allen T. Hurff, vice-pres., has been placed in charge of all seed activities of Edgar F. Hurff Co.

Urbana, Ill.—A summer meeting of the Illinois Seed Dealers Ass'n will be held at the Agricultural Experiment Station.

Sedro-Woolley, Wash.—The Pioneer Feed & Seed Co. of Mount Vernon has opened a warehouse here handling seeds, feeds and flour.

Good seed is the foundation of a good crop. A knowledge of germination before planting is a gage to the quality of seed to sow.

Nashville, Tenn.—The Southern Seedsmen's Ass'n will meet at the Hotel Hermitage, June 10, 11 and 12, announces A. J. Biggio, pres.

Chicago, Ill.—Harry Boyd, seedsman, is reported satisfactorily recuperating from a major operation in the Ingalls Memorial hospital, Feb. 12.

Seattle, Wash.—H. B. 171 by Gossell prohibits in effect importations of grain screenings for feed use, on the ground they introduce noxious weed seeds.

Casey, Ill.—Charles Rotramel, senior partner in Rotramel & Turney, 20 years in the seed, feed and general produce business, passed away Jan. 26.

Cleveland, O.—Chairman W. Greyson Quarles has appointed district chairmen of the Junior Seedsmen to assist in securing new members for the American Seed Trade Ass'n.

Goldsboro, N. C.—Seeds from all parts of the state were exhibited at the 3rd annual conference and seed exposition of the North Carolina Crop Improvement Ass'n which opened Feb. 9.

New York, N. Y.—January shipments of clover seed were 538 bus., compared with 4,148 bus. in January, 1936. Shipments of timothy seed were 28 bus., compared with 3,520 bus. in January, 1936.

Minot, N. D.—The North Dakota Crop Improvement Ass'n, and officers and trustees of the North Dakota State Seed Grain Show met Feb. 19. The annual seed show was canceled this year.

Ashton, Ida.—Fire damaged the picking room and office of the Sioux City Seed Co. Feb. 1. Started by an overheated stove, the fire was fought with difficulty in zero weather and four feet of snow.

Cincinnati, O.—The Market Gardeners Seed Co. plant was submerged in 15 feet of water during the height of the flood. Business was suspended for 10 days, but has been reopened.

Fargo, N. D.—Members attending the annual meeting of the North Dakota Wholesale Seed Dealers Ass'n elected Ralph Gunkelman, Fargo, pres.; Tom Smith, Grand Forks, vice-pres.; Samuel J. Proval, Fargo, sec'y-treas.

Marysville, O.—A circular beautifully printed in grass green showing handsome lawns in six states is the clever effort of O. M. Scott & Sons Co. to interest owners of country places. "Lawn Care", their monthly bulletin is very informing.

Northampton, Mass.—Alleging failure of seed corn bought from the Berkshire Coal & Grain Co., Inc., of North Adams, to germinate and grow, Adrian H. Hatch, Granby, has brought suit for \$3,000, because he was forced to till and replant 60 acres of corn land.

Springfield, Mo.—Fire in an adjoining building communicated to the warehouse of the Wood-Beazley Seed Co., Jan. 31, destroying one \$30,000 shipment of seed just received, damaging another in store \$10,000 worth, and severely damaging the warehouse. Loss covered by insurance.

Manhattan, Kan.—A. S. Stchoukin, commissariat of agriculture, U. S. S. R., spent a few days at the Kansas College of Agriculture late last month, preparing for shipment of 10 cars of Kansas common alfalfa

seed to Russia. Accompanying him was E. J. Benson of the Amtorg Trading Corp., who acted as interpreter.

Fort Smith, Ark.—The volume of our field seed business has been considerably reduced to date this year on account of the excessively high prices. A large number of our planters will not pay the prices asked for lespedeza, alfalfa, red top, and other grass seed. Of course, some are buying in limited quantities, but our volume is not what we would expect.—Arthur G. Lee.

Evansville, Ind.—Movement of our high priced seed stock to higher ground reduced our flood losses. Business literally stopped for two or three weeks and we were forced to move the motors as well as seeds stocks from our basement, and from one warehouse, located near the river. Farmers of this territory lost heavily. About 25,000 bus. of soybeans went down the river, either washed away or soaked out of condition for seed.—J. A. McCarty Seed Co.

Springfield, Mo.—The new building of the Springfield Seed Co. contains 75,000 square feet of floor space, has 425 ft. of railroad trackage, ample loading platforms for trucks, and a large parking lot. Seed cleaning and handling machinery in the many-windowed, 3-story, concrete structure, includes foreign machines to remove weed seeds presenting serious difficulties heretofore. A modern laboratory, with graduate analysts, is a part of the facilities.

Lafayette, Ind.—Many shipments of mail-order house seed are now being sent to Indiana farmers without any statement of analysis whatsoever, according to P. B. Curtis of the State Seed Commissioner's office at Purdue University. Curtis points out that the experience of hundreds of Indiana farmers has been that it is extremely unwise to purchase so-called bargain seed without any specification as to its purity, germination, and noxious weed seed content. Reliable seed houses outside Indiana have been willing to have their seed labelled to comply with the Indiana seed law. Whenever seed companies fail to attach analysis tags to the seed sent to Indiana farmers, Curtis reasons that farmers may logically suspect the seed to be of poor quality, especially if the price was abnormally low.

Imports of Forage Plant Seeds

Imports of forage plant seeds during January and during the seven months prior to Feb. 1, as reported by the Bureau of Plant Industry, have been as follows, in pounds:

| | January | July 1 to Jan. 31 |
|-----------------|-----------|-------------------------------|
| Kind of seed | 1937 | 1936 1936-37 1935-36 |
| Alfalfa | 598,900 | 1,943,500 |
| Bluegrass | | |
| Canada | 17,400 | 5,600 59,700 91,900 |
| Brome | | |
| smooth | 55,200 | 95,200 509,800 341,800 |
| Clover alsike | 381,900 | 2,226,700 |
| Clover, crimson | 15,300 | 5,298,600 2,093,800 |
| Clover red | 4,016,600 | 7,534,200 |
| Clover, white | 184,800 | 1,020,000 855,100 |
| Grass, orchard | 97,000 | 138,200 1,378,500 373,900 |
| Millet, foxtail | 75,800 | 81,000 280,500 |
| Mixtures, grass | 37,200 | 116,000 500 |
| Rape, winter | 1,100 | 3,153,100 6,618,300 5,733,300 |
| Ryegrass, | | |
| Italian | | 1,000 13,800 27,900 |
| Ryegrass, | | |
| perennial | 5,000 | 117,700 439,800 301,200 |
| Timothy | 23,600 | 95,600 600 |
| Vetch, common | | 79,700 |
| Vetch, hairy | 119,100 | 2,192,700 1,550,400 |

| | Lbs. | Lbs. | Lbs. | Lbs. |
|---------------------|---------|--------|-----------|---------|
| Bentgrass | 5,100 | 1,700 | 12,000 | 21,500 |
| Bluegrass, annual | | | 4,400 | |
| Bluegrass, rough | 28,800 | 91,700 | 230,200 | 353,600 |
| Bluegrass, wood | 300 | 200 | 2,200 | 1,600 |
| Clover, suckling | | 2,000 | 44,100 | 47,200 |
| Dogtail, crested | | 6,600 | 6,900 | 16,800 |
| Fescue, Chewings | 21,300 | 12,300 | 836,400 | 301,700 |
| Fescue, other | 2,400 | 16,000 | 51,200 | 61,400 |
| Grass, Dallas | 4,300 | | 37,600 | 19,100 |
| Grass, rescue | | | 900 | 10,600 |
| Grass, Rhodes | | | 5,100 | 5,200 |
| Grass, Sudan | 1,000 | 3,000 | | 206,100 |
| Medick, black | 10,000 | | 24,800 | 31,100 |
| Sweetclover, white | 966,300 | | 3,035,700 | |
| Sweetclover, yellow | 372,500 | | 643,800 | |
| Wheatgrass, crested | 24,100 | 400 | 83,300 | 71,300 |
| Wheatgrass, slender | 7,200 | 1,500 | 104,600 | 1,500 |

Directory

Grass and Field Seed Dealers

CRAWFORDSVILLE, IND.
Crabbs, Reynolds, Taylor Co., clover, timothy.

GREEN SPRINGS, OHIO
The O & M Seed Co., seed merchants.

PAULDING, O.
Stoller's Seed House, wholesale field seeds.

ST. LOUIS, MO.
Mangelsdorf & Bro., Ed. F., wholesale field seeds.

Scott, T. Maurice, field seeds, carlot originator.

SAULT STE. MARIE, MICH.
Soo Terminal Co., grass, flax, peas.

SIoux CITY, IOWA
Sioux City Seed Co., seed merchants.

MONEY FOR YOU in seed treatment

Farmers who treat
wheat, oats and
barley with—
**NEW IMPROVED
CERESAN**
will buy from YOU



There's immediate business for you — and a great opportunity for future profits — when you let farmers know you can treat their seed wheat, oats and barley with *New Improved CERESAN* or supply it for their own use.

Growers like this dust treatment. Farm authorities advise it. For it gets the results that count. Protects seed against rotting — reduces seedling blight — controls many smuts and other seed-borne diseases — usually increases yields. All at extremely low cost — 3¢ an acre on wheat; 4¢ on barley; 5¢ on oats. Write now for pamphlets for customer distribution and prices.

BAYER - SEMESAN COMPANY, INC.
Du Pont Bldg., Wilmington, Del.

Treat Oats to Prevent Losses From Smut

Seed treatment of the Fulghum strains of oats is the one best method of avoiding serious crop losses from oats smut in the central or spring-sown, red-oat region, according to T. R. Stanton and Dr. R. J. Haskell of the U. S. Department of Agriculture. Either of two chemicals will prevent smut damage: ethyl mercuric phosphate dust, or liquid formaldehyde. It is almost certain, they say, that within a few years the plant breeders will have new smut-resistant oat varieties adapted to the region where farmers now plant oats of the Fulghum type. But these new hybrids have not been fully tested, and until seed is available there is no good alternative to seed treatment.

In 1936, say Stanton and Haskell, oat smut was more prevalent than usual in the central or spring-sown, red-oat region, including the southern parts of Ohio, Indiana and Illinois, as well as Kentucky, Tennessee, Missouri, Kansas, Oklahoma, and northern Texas. The severe epidemic reached its peak in Kansas, where in many fields of Kanota (a strain of Fulghum), more than 50 percent of the heads were destroyed.

This serious outbreak may have resulted from weather and soil conditions very favorable for smut infection, or from failure to treat seed oats for smut control for the past several years. However, the apparently greater virulence of the Fulghum races of oat smuts probably accounts for the rapid spread and heavy losses from smut occurring wherever the Fulghum type of oats is grown. These races first appeared in the South where Fulghum originated and where it is grown primarily for fall seeding. With the rapid and extensive dissemination of Fulghum type oats, especially for spring seeding in the central oat region, these races of smut likewise moved northward and westward and are now found wherever this type of oats is grown.

One method of controlling smuts is by breeding resistant varieties. In an extensive oat improvement program the Department of Agriculture in co-operation with the Kansas Agricultural Experiment Station, has in progress of development strains of the Fulghum type oats that are resistant to the Fulghum smuts. By crossing Fulghum on Markton, a northern smut-resistant variety, resistant selections of considerable agronomic promise have been isolated. This program is fairly well advanced, but it is

necessary to test these new strains further before distributing them to farmers.

There are several methods of treating oat seed for the successful prevention of smut. Growers have the choice of two chemicals—(1) a 5 percent ethyl mercuric phosphate dust (New Improved Ceresan) especially prepared for seed treatment and (2) liquid formaldehyde.

The ethyl mercuric phosphate dust is applied as recommended in the directions on the container. The rate of application is $\frac{1}{2}$ oz. per bushel, and dust and seed are mixed in a mixing machine. Dusting and shoveling on the floor is possible in an emergency, especially with small batches of seed, but it is not usually satisfactory. For best results dusted seed should be held in sacks or an uncovered pile for one or two days before sowing. The seed may be stored satisfactorily for several weeks. If done properly this treatment will prevent the oat smuts, and often it results in a better stand of plants by protecting seed and seedlings against decay.

Popcorn Production

Washington, D. C., Feb. 17.—The Bureau of Agricultural Economics reports that commercial production of popcorn in the 7 principal producing States totaled 35,409,000 pounds in 1936 compared with a production of 80,047,000 pounds in 1935. Despite the sharp increase in acreage reported in some States, heavy abandonment in Iowa, Nebraska, and Kansas reduced the total acreage in 1936 to 35,340 acres compared with 77,650 acres in 1935. The average farm price per hundred pounds (ear corn) averaged \$2.81 in 1936 compared with \$2.28 in 1935.

Iowa led with 42,000,000 pounds in 1935, but had only 3,600,000 pounds last year. Texas led in 1936 with 14,651,000 pounds, against 1,191,000 pounds in 1935.

Seed Supplies in Illinois

Professor J. C. Hackleman, Illinois agricultural experiment station, speaking before the 70 seedsmen gathered in Peoria, Ill., for the Feb. 4 meeting of the Illinois Seed Dealers Ass'n, said:

An extreme shortage exists in supplies of red clover, alfalfa, sweet clover and lespedeza seed. The most serious shortage is in red clover, of which Illinois normally produces a large surplus.

Seed dealers will perform a service to themselves, farmers and agricultural trades by recording the names of farmers to whom they sell domestic red clover seed, so that they may buy of them domestic seed supplies for the following red clover crop.

Imported clover and alfalfa seed should be used only in pasture mixtures, so far as possible.

Alfalfa seed stocks are 15% below the 5-year average; lespedeza, 50% below last year's crop. Sweet clover is short. Most abundant is alsike clover.

A large carry-over of timothy, and plentiful supplies of blue brass and redbottom seed are available. Quantities of sudan grass seed may be expected to be used, particularly in the flood areas where a quick hay crop is a necessity.

Seedsmen and the Patman Act

By J. F. W. HAID, mgr., Vicksburg Seed Co.

To the question "Under the Robinson-Patman Act is it permissible for a producer to charge prices to dealers, wholesalers, co-operative ass'ns, or others, different from those charged consumers, or are functional, or trade discounts permissible," the answer is No; arbitrary functional, trade or class discounts are not to be permitted under the act.

The Robinson-Patman Act does provide that nothing shall prevent a seller from selecting his customers; after he has selected his trade, all buyers must be treated equally, except insofar as the manufacturer or grower can justify differentials due to a saving in the cost of manufacture or production, the cost of selling, the method of delivery or the quantity sold.

Here comes the hitch: One of the different classes he must choose under the law; they can sell to dealers only, they can sell to wholesalers only, they can sell to co-operatives only, they may sell to consumers only. If after making their choice he would want to sell to other classes than the one selected, there must be no differential in price, except one which can be justified as above outlined.

"Will the Wholesale Seed Trade be able to sell to the Consumer and to the Seed Trade and keep within the law?" Under the law it looks as tho he can sell anyone provided he does not sell out of the state but once he ships out of the state the interstate commerce laws are effective and the act will be a violation of the act.

The majority of seed houses thruout the country do a wholesale and retail business and it looks as tho they will have to do one or the other under the Robinson-Patman Act, or they will have to have two distinct businesses to comply with the act.

There is no way for a seed firm to know just where it stands on the Robinson-Patman Act until the legal talent of the nation gives a ruling to the seedsmen; and like every firm, we all desire to abide by the laws of the nation, but also want to do business in the most economical way.

It looks as tho all of the seedsmen will be forced to have two stores if they desire to do a wholesale and a retail business.

Vancouver, B. C.—The Turgeon Grain Inquiry Commission will resume hearings about Mar. 1 at Vancouver, after the adjournment for one month, later visiting Calgary, Edmonton and Regina.

YIELD EXCELLENCE UNIFORMITY DEPENDABILITY

A feeling of confidence goes with the planting of

O. & M.

FIELD CORN • SWEET CORN
SEED OATS • SEED BARLEY
GARDEN SEED • GRASS SEED

Write for catalog and prices

The O. & M. SEED CO.
GROWERS — GREEN SPRINGS, O.

ED. F. MANGELSDORF & BRO.

Buyers and sellers of
Sweet Clover, Alfalfa, Lespedeza, Clovers, Timothy, Grasses, Fodder, Seeds, Sudan Grass, Soy Beans, Cow Peas
St. Louis, Missouri

Rudy-Patrick Seed Company
KANSAS CITY, MO.

BUYERS — SELLERS
Clover, Alfalfa and Timothy Seeds
OFFERS SOLICITED

CRABBS REYNOLDS TAYLOR CO.
CRAWFORDSVILLE, IND.

GRAIN
Clover and Timothy Seeds
Get in Touch With Us

QUALITY BRAND Farm Seeds — Seed Corn

HARDY NORTHERN GROWN
Ask for samples and prices.
We do not handle Imported Clover
NORTH AMERICAN SEED COMPANY
Milwaukee, Wisconsin

SEEDS

ALL KINDS — ANY QUANTITY

Write, wire or phone our
nearest warehouse.

Dependable Service

SIoux CITY SEED CO.

SIoux CITY, IA. SIoux FALLS, S. D.
CARROLL, IA. FAIRMONT, MINN.
ALGONA, IA. ALBERT LEA, MINN.
NORFOLK, NEB. BILLINGS, MONT.

Light Weight Wheat as Seed

By W. O. WHITCOMB

Grain Inspection Laboratory Montana
Experiment Station.

One hundred fifteen lots of the 1935 crop of wheat were tested in the laboratory, greenhouse, and field, for germination and crop producing value. These wheats ranged in weight per bushel from 36.5 to 60.5 pounds. This wheat had been affected by drouth or grasshopper damage; none of it was damaged by frost. A study of this material showed weight per bushel is dependent on the average weight per kernel. One hundred kernels of the wheats which tested 58 pounds and more weighed 2.2 grams, while 100 kernels of the wheats below 50 pounds per bushel weighed but 1.2 grams. Heavy test weight wheat is characterized by large, plump kernels with rather smooth surfaces, while light weight wheat has small, shriveled kernels. These points are of importance in selecting seed wheat and deciding upon the rate of seeding.

LABORATORY AND GREENHOUSE—The laboratory germinations were all slightly higher than those in the greenhouse, being for the various weight per bushel groups respectively as follows: 58 and above, 87 and 71; 55 to 58, 86 and 72; 50 to 55, 89 and 76; 45 to 50, 88 and 83; and below 45, 79 and 75. There is no consistent trend in these germinations showing advantage of high weight per bushel over lower weight per bushel.

FIELD—Unlike the laboratory and greenhouse germinations, there was a rather definite trend in the field germinations showing an advantage of heavy weight wheat over light weight wheat for seed. This is shown by the following results expressed as plants per row of 100 seeds from the various weight per bushel groups counted three weeks after planting: 58 and above, 62; 55 to 58, 61; 50 to 55, 59; 45 to 50, 53; and below 45, 47.

As a measurement of the crop producing value of these five groups of wheat, the following determinations were made on the resulting crop; number heads per row, yield per row, weight per 100 kernels, and number of kernels per head. Of these, the number of heads per row and the yield per row in grams are the most significant, and are given respectively for each weight group of seed: 58 and above, 174 and 152; 55 to 58, 167 and 142; 50 to 55,

168 and 141; 45 to 50, 125 and 104; and below 45, 116 and 92. These results follow closely the field germination as given above. The weight per 100 kernels showed a slight consistent advantage for the wheat produced from the heavier seed, perhaps indicating greater vigor of plants from the heavier seeds. However, all of this 1936 wheat tested above 60 pounds per bushel and was of good quality. The number of kernels per head ranged from 24.1 to 25.5 on the average, and there was no consistent advantage for heavy seed in this respect.

As a convenient means of comparing the seed value of these various lots of wheat, some of the above data have been converted into terms of pounds of seed planted per acre and yield in bushels. Keeping in mind that 100 seeds were planted in each row, the data are respectively as follows for each weight group of seed: 58 and above, 12.9 and 14.7; 55 to 58, 12.6 and 13.8; 50 to 55, 10.2 and 13.7; 45 to 50, 7.7 and 10.0; and below 45, 6.2 and 8.9.

This study is being continued on light weight wheat for the 1936 crop, using students employed under the National Youth Administration funds at Montana State College.

Based on the above study, the following recommendations seem justified:

1. Test weight per bushel is a good indicator of the seed value of wheat, provided such wheat has not been injured by frost or other forms of injury.

2. Germination results as determined in laboratory and greenhouse tests must be used with caution. The appearance of the wheat should be taken into consideration.

3. Wheat having a test weight lower than 50 pounds should not be used for seed, except in extreme cases. If such light wheat is used, it should be re-cleaned to remove the kernels which are the more shrunken.

4. The rate per acre of seeding light weight wheat might well be the same as that for heavier wheat, because as the weight per bushel decreases, the number of kernels increase.

5. Because of the decreased amount of reserve food in shrunken kernels, it is apparent that the preparation of the seed bed and the availability of moisture are of more importance with light weight seed than with heavier weight seed.

Cincinnati, O.—The Board of Trade has appointed a special committee to consider settlement of claims for flood damage to grains.

Hybrid Awards in Iowa

Competing in the annual tests sponsored by the Iowa Corn & Small Grain Growers Ass'n, the Sioux City Seed Co. was awarded first in three of the four sections of the state at the annual banquet during farm and home week at the State College at Ames.

In the regular hybrid class the seed company's National Hybrid, 110, took first in the northern section; North Central lowwealth BA first in the north central section; lowwealth 25B in the south central section. Iowa Hybrid 13, by the U. S. D. A. and the farm crops department of Iowa State College took first in the southern section.

The purpose of the annual test is to find those strains of corn which produce the greatest yield, mature properly, possess resistance to lodging, have good quality, or other desirable characteristics.

The outstanding feature of the 1936 Iowa corn yield test was the superior performance of the hybrid combinations as compared with the open-pollinated varieties. The average yield of all hybrid entries in the 10 fields was 30.8 per cent greater than for the open-pollinated strains.

Strains and Varieties of Alfalfa

By HOWARD B. SPRAGUE

Recognition of distinct strains and varieties of alfalfa is relatively new, but exceedingly important. Five distinct groups of alfalfa strains are now recognized. Strains of common alfalfa from different regions have distinctly different soil and climatic tolerances, altho they are practically identical in appearance. Natural selection has produced strains well suited to the environmental conditions of the region in which the crop has been grown for several generations. These strains are usually identified by the name of the state in which they were produced. Thus Kansas Common, Montana Common, and Dakota Common have been adopted as the names of specific strains of alfalfa.

Variegated alfalfa is so named because its flowers are varicolored. Most of the blossoms resemble those of ordinary alfalfa, but interspersed are a few blossoms white, green, yellowish green, yellow, and dark purple in color. This variation in flower color is due to the hybrid origin of such varieties, all of these having been produced by crossing the ordinary purple-flowered alfalfa with the yellow flowered sickle alfalfa that is native to Europe and Western Asia. The yellow-flowered parent is cold resistant, but the progeny of the hybrid are not uniformly winter hardy. Only by selection (natural or artificial) of the hardy types in several successive generations can the hardy character become fixed.

One of the best known hardy forms of variegated alfalfa is *Grimm*. This variety was developed from hybrid stock by natural selection in Minnesota, where winters are severe.

Canadian Variegated closely resembles *Grimm* in appearance and is likewise the product of natural selection with hybrid progeny. The strain was found in Ontario, Canada, and the cold winters have subjected it to the same type of selection as that through which *Grimm* passed in Minnesota.

Cossack is an additional variegated strain, introduced from Siberia. Seed supplies of this strain (principally in South Dakota) have been less plentiful than of the other strains and for this reason it is less widely known.

Hardigan is the only variegated variety in general use that has been produced by man's efforts as well as by natural selection. It was developed at Michigan by selection of hardy plants which were also superior seed producers, within the variety known as *Baltic*. *Baltic* had an origin much like that of *Grimm* except that the strain was developed in South Dakota.

BE PREPARED! HESS DIRECT HEAT DRIERS

ENABLE YOU TO HANDLE

NEW GRAIN WITHOUT LOSS

DON'T DELAY

WRITE FOR FREE CATALOG.

HESS WARMING AND VENTILATING CO.
1211 SO. WESTERN AVE., CHICAGO

Government Seed Offering in the Northwest

The Federal Surplus Commodities Corporation announced Feb. 16 the prices at which farmers in North Dakota and Montana may obtain seed grain for this year from the stocks acquired by the Corporation during the fall and winter.

The prices announced are the *net* prices to farmers and are uniform delivered prices for the two States, with no differential for freight to different points.

Spring wheat, largely Marquis and Ceres varieties with limited quantities of Reward and Thatcher, \$1.60; durum wheat, largely Mindum with small quantity Kubanka, \$1.70; oats, mostly of early white type, but including also early yellow and mid season and late white types, \$.65; feed barley, \$1. malting barley, \$1.40, and flax, bison variety, in 2½ bu. sacks, including cost of sacks, \$2.70 per bushel.

The stocks of grain available at this price from the Corporation total nearly 4,000,000 bus. and include approximately 1,500,000 bus. of spring wheat, 350,000 bus. of durum wheat, 500,000 bus. of barley, 1,000,000 bus. of oats, 225,000 bus. of flax. All grain purchased had to meet rigid standards and specifications.

The prices quoted are for carload lots. A carload is the minimum quantity which will be sold to a purchaser buying directly from the F.S.C.C. However, a farmer may buy smaller quantities from elevators or from groups who purchase directly from the F.S.C.C. The grain may be purchased thru country elevators, or it may be purchased by farmers who wish to co-operate in the purchase of this grain. The prices announced include a small service charge for elevators and handlers.

Identifying American Clovers

By HOWARD B. SPRAGUE, Agronomist, New Jersey Experiment Station

The verified origin tag has been a valuable means of correcting the damage by foreign clover seed imports throughout the East and Midwest. In Oregon and Idaho foreign clover is perfectly at home and heavy seed yields are obtained. However, such seed is inferior to American seed from the Middlewestern states, actually little or no better than the European seed from which it was derived. The following tests at New Brunswick in 1936 show the inferiority of Western seed:

| Type of Clover | Av. Hay Yield |
|--------------------------------|---------------|
| Ohio-Indiana strains | 4,404 lbs. |
| Oregon and Idaho strains | 2,461 lbs. |

Tests conducted during the past 7 years in New Jersey, urge farmers to avoid all foreign seed. American seed from the Midwestern states should be purchased while the supply is available. Altho the seed supply is short, larger quantities than usual were produced in Central Illinois, and Northeastern Ohio. Even at higher prices, red clover from Middlewestern states is far superior to strains from Europe or from the far Western states. It will pay to be skeptical of all seed that is not marked to indicate its origin.

With a little extra care in proper liming and fertilization, and in careful seeding, the amount of red clover seed planted per acre may be reduced without affecting the stand. A portion of the red clover may be replaced with alfalfa if the soil is properly treated. This mixture is even better suited for hay than timothy and clover alone. On soils that can not readily be improved to support alfalfa, a portion of the red clover may be replaced by alsike. Alsike will yield more hay than foreign red clover, although it is less productive than native American clover.

Obviously, growers who purchase their seed requirements early will obtain the cream of the

seed stock. Those who wait until planting time to obtain seed will almost certainly be obliged to accept inferior seed.

In addition to U. S. Verified Origin red clover from Middlewestern states, farmers should welcome any opportunities to secure the Tennessee Anthracnose Resistant strain, and seed of Kentucky Selection 101. These are the most productive strains yet tested in New Jersey. A limited amount of such seed is now available.

Argentine Futures Market

By ALLEN P. ALLENSWORTH, excerpt from lecture sponsored by Ass'n of Grain Commission Merchants, Chicago.

Futures markets at Buenos Aires and Rosario are operated for profit. They are strong financially and pay handsome dividends. They guarantee the operations of members. There is no possibility of loss thru default or failure of a member. Not only are margins to the market called daily, but, generally speaking, original margins are maintained thruout the life of the open trade even when it shows a profit. Altho daily losses are paid into the market, profits may not be withdrawn until the trade is closed out.

The grain buyer pays a commission of ½ of one percent—more when prices are excessively low—to the seller or his broker. He pays it to the futures market if he takes delivery. The market, in turn, transmits it to the man who makes delivery. This commission of ½ of one percent figures in futures trades. One-half percent is added or deducted from the profits or losses of every futures transaction as if the buyer or the seller had engaged in the actual reception or delivery of grain. The commission paid by the country seller to his broker is a matter of private arrangement and hinges largely upon the extent to which the seller is financed by his agent.

The Buenos Aires futures market is in session from 11:30 a.m. to noon and from 4 to 4:30 p.m. Trading is done outside of these hours, but the trades are not posted on the indicator. They are registered with the futures market, however, as if made in the official session. A form for each trade must be signed by buyer and seller.

Brokers occupy or stand behind a semi-circular bench. Over a railing near by may be draped some of their speculative clients. Units of trading for most cereals is 200 metric tons; that of linseed, 100 tons. The price unit is in Argentine paper pesos per 100 kilos.

In Buenos Aires any member of the futures market may execute his own orders, but at Rosario only those who hold special brokers' memberships may trade in the "ring" or "pit." This makes trading in the Rosario futures market slightly more expensive than at Buenos Aires.

Argentine futures markets have boards of

directors but no lengthy list of com'ites as with us. The manager of the Buenos Aires market is an Englishman by birth. No account of Argentine grain trading could be complete without mentioning him. He is as much of an institution, after many years of service, as the markets themselves. His word is law. He dictates the closing prices, settles disputes, and now that Mr. A. J. Cooke is also top man for the government's exchange and grain control board, he is as much of a czar as it is possible for a grain trade in any country to have. Only a man of unquestioned integrity and sound judgment could successfully occupy the position which he has so capably filled for many years.

Canada Marketing Act Invalid

The act of the Canadian Parliament regulating the marketing of natural products, and three other laws enacted in 1934 and 1935, were declared beyond the power of Parliament Jan. 28 in a decision by the privy council at London.

The Natural Products Marketing Act had been elaborately drafted to facilitate the formation of pools among farmers to control and restrict the sale of products. Under this act the farmers by agreement among themselves could do almost anything in fixing prices and allotting quotas.

The law set up a Dominion Marketing Board with power to regulate the time and place at which, and designate the agency thru which, the regulated product could be marketed. It could decree the manner of distribution, the quantity and quality, grade or class of the regulated product marketed by any person at any time, and prohibit the marketing of any or all of the regulated product. It could compel each person engaged in the production or marketing of a regulated product to register his name, address, and occupation, and to take out a license.

Under the law an investigation could be made at any time into all operations occurring in connection with or in the course of marketing, adaptation for sale, processing or conversion of the natural or regulated product for the purpose of ascertaining the "spread" received by any person in the course of such marketing, adaptation for sale, processing or conversion. The law provided that any person who, to the detriment or against the interest of the public, charged, received or attempted to receive any spread which was excessive or results in undue enhancement of prices or otherwise restrains or injures trade or commerce in the natural or regulated product, should be liable to a penalty not exceeding \$5,000 or two years' imprisonment, or, if a corporation, to a penalty not exceeding \$10,000.

All this is wiped out by the Supreme Court of the British Empire.

RANDOLPH GRAIN DRIERS

ASK THE MAN WHO HAS ONE

THAT'S ALL

WRITE FOR CATALOGUE

O. W. RANDOLPH COMPANY

3917-21 IMLAY ST., TOLEDO, O., U. S. A.

New!

20th Edition

Feeds & Feeding

by
F. B. Morrison

This edition has been entirely rewritten and revised to contain the latest information on live stock feeding and nutrition. Entirely new compilations of recent analyses of American feeds are presented in the Appendix Tables. Extensive data are presented concerning the mineral and vitamin content of important feeds.

The only authoritative book on the subject of animal feeds and feeding. The result of over 38 years of exhaustive work in experimentation.

Its three parts, each divided into numerous chapters, cover "Fundamentals of American Nutrition," "Feeding Stuffs," "Feeding Farm Animals." This new edition contains approximately 40% more material than the 19th edition, and contains 1,156 pages, including 95 informative illustrations. This book will enable any grinder and mixer of feeds more intelligently to suggest and compound worth while rations. Beautifully bound in black keretol, durable covers; weight 5 pounds, price \$5.00 plus postage. Send for your copy now.

Grain & Feed Journals

Consolidated

332 S. La Salle St.

Chicago, Ill.

Feedstuffs

New York, N. Y.—January receipts of hay were 27 tons.

Toronto, Ont.—The Canadian Feed Manufacturers Ass'n held its annual dinner at the Royal York hotel, Feb. 5.

Dallas, Tex.—The National Cottonseed Products Ass'n will hold its annual convention at the Baker hotel May 17-19.

Cincinnati, O.—January receipts of feed were 690 tons and of hay, 979 tons, compared with feed 510 tons and of hay 946 tons in January, 1936.

The French Government is reported as encouraging the feeding of bonemeal to livestock, even granting loans towards the purchase of crushers.

San Francisco, Cal.—January receipts of bran were 775 tons and of hay 340 tons, compared with bran, 401 tons, and of hay, 360 tons, in January, 1936.

Milwaukee, Wis.—A series of local meetings to be held thruout the territory of the Central Retail Feed Ass'n are being scheduled for the spring months.

Portland, Ore.—The Oregon Feed Dealers Ass'n will hold its annual convention here Friday, May 14. Roy Adams, general chairman, is in charge of all activities.

Springfield, Mass.—The annual meeting of the New England Retail Grain Dealers Co-operative Ass'n, Jan. 28, elected A. J. Lane, pres.; Joseph Lavitt, vice-pres.; Robert Squier, treas.

The average United States dairy cow has produced only 161 pounds of butterfat annually for the last two years. The best one-third of the country's 25,000,000 dairy cows produced an average of 220 pounds of butterfat.

St. Louis, Mo.—January receipts of kafir were 9,800 bus., and of hay 480 tons, compared with kafir 9,800 bus. and hay 624 tons in January, 1936. January shipments of hay were 240 tons, compared with 300 tons in January, 1936.

Peoria, Ill.—January receipts of millfeed were 10,940 tons and of hay 790 tons, compared with millfeed 12,345 tons and hay 40 tons in January, 1936. January shipments of millfeed were 12,825 tons and of hay 50 tons, compared with millfeed 13,183 tons and of hay 10 tons in January, 1936.

Soybean cake and meal production during the quarter ending Dec. 31 was the largest on record for that period, totaling 161,510 tons, compared with 125,690 tons in the same period in 1935 and only 49,255 tons in the comparative period of 1934. Crushings from the 1936 crop are expected to total 17,500,000 bus. of soybeans.

Milwaukee, Wis.—The annual convention of the Central Retail Feed Ass'n will be held at the Schroeder hotel, June 7 and 8. Plans for a lively meeting include an advanced course in feed merchandising. A cash fund has been set aside for attendance prizes. The Salesmens Club, an affiliate of the ass'n, will meet at the same time.

The official publication of the Ass'n of American Feed Control Officials, for 1937, has just been issued by L. E. Bopst, sec'y, College Park, Md., and is replete with data of value to feed manufacturers, containing definitions, tentative definitions and suggested definitions, and much other data on the activities of the organization. Price, 25 cents.

Louisville, Ky.—Ballard & Ballard Co. advertised a reward for return of several 50-gal. steel drums of cod liver oil which floated away from its feed mill during the flood. A local feed dealer lost \$5,000 worth of salt in the flood.

Sacramento, Cal.—Dealers who get into a tangle, as many do, on sales tax exemptions on feeds, will find I. J. Strommes, sec'y of the California Hay, Grain & Feed Dealers Ass'n very helpful, on request, as he is fully equipped with feed rulings and certificate forms. Some dealers are now being assessed for back payments because they have no records.

Ogden, Utah.—Harry Richardson, Ogden, was elected pres., at the annual convention of the Utah Retail Feed Dealers Ass'n, Feb. 8. Walt Bryson, Murray, was named vice-pres.; S. H. Saunders, Murray, sec'y-treas.; Grant Maxfield, Salt Lake City; Claire Rasmussen, Ogden, and George Boscovitch, Midvale, directors. About 30 delegates were present.

Syracuse, N. Y.—On the program for the annual convention of the Eastern Federation of Feed Merchants, Feb. 26-27, are Executive Vice-Pres. Ray B. Bowden, Grain & Feed Dealers National Ass'n; Prof. J. W. Bartlett, New Jersey Experiment Station; Robert W. Belcher, manager, north-eastern division, United States Chamber of Commerce, and several other prominent speakers.

Washington, D. C.—Distillers dried grains output during January totaled about 21,950 tons despite inundation of some plants by the flood, compared with 24,940 tons during December and 21,520 tons during November. Shipments of 20,950 tons were about 3,800 tons smaller than during December because of curtailed operations, leaving stocks at plants at the end of the month of 2,320 tons.—Buro of Agricultural Economics.

Washington, D. C.—Alfalfa meal production for commercial purposes during January continued at the high level that has prevailed this season, totaled 32,800 tons, largest January output since 1931. Production June through January of about 229,900 tons was 60 percent larger than the five-year average. Plants in the middlewest producing meal for use in their own mixed feeds were reported to have turned out considerable quantities of meal.—Buro of Agricultural Economics.

Portland, Ore.—Portland district of Oregon Feed Dealers' Ass'n has submitted resolutions to the state legislature asking that a bill be passed which would set up a state labor commission for settling labor disputes. The resolutions also ask the legislature to memorialize congress to enact similar national legislation where conditions affect commodities moving in interstate commerce. The resolutions decry strikes and set forth that the recent maritime strike was injurious to the Oregon feed industry.—F. K. H.

Atlanta, Ga.—T. F. Purvis, chief food inspector, announces that the Georgia Department of Agriculture has ruled that "Any mixed feed analyzing less than 9% protein or less than 2% fat or more than 12% fiber shall be classed a 'low grade feed' and so labeled in equal size type as that of the brand name." The designation "low grade feed," in this sense, need be applied only to horse and mule feed, on both the regis-

tration and the tag. All other feeds must come within the standard set, but do not have to be marked "low grade."

Seattle, Wash.—House Bill 258 is the law about which we had some small difficulty last year with the Department of Public Service, but finally ironed it out. They tried to regulate our members under it, on the ground that, since they stored flour for pay, they are to be regulated as storage warehouses, like regular warehouse companies. We finally talked them out of it. I have now secured agreement of the Department of Public Service to exempt clearly from their regulation all warehouses whose storage activities are confined exclusively to "all grains, hay, peas, hops, grain and hay products, malt, peanuts, flax and seeds." I believe this takes care not only of our members, but of grain dealers as well. "Grain and hay products," of course, includes all feeds and flour.—Floyd Oles, manager Pacific Northwest Feed Ass'n.

Seattle, Wash.—Two changes have been incorporated in the feed and fertilizer bill, House Bill 240, as a result of the Department's experience in administering present laws regulating these industries. The first of these is contained in Sec. 9, granting to the Director authority to cancel or refuse the registration of a brand if the owner thereof is selling it in violation of the law, or if it is, in the words of the bill, "Detrimental or injurious in effect when applied or used as directed." This section was added to permit effective regulation of out-of-state materials imported into this state, whose sellers or manufacturers are removed from state jurisdiction, and upon whom the normal penalty clause would be of no effect. This section permits, after a hearing, cancellation of their brand registrations, which would exclude them from the State as long as they operate in defiance of state law. The other change is in Section 14, where the

limitation of crude ash percentage in mixed feeds is fixed at 12%. This was done on the recommendation of a committee of scientists of the State College of Washington, and is for the purpose of preventing the lowering of quality in feed stuffs and the inclusion of an improperly high percentage of minerals. The bill is noncontroversial in character, has the approval of the Department of Agriculture, of the industries involved, and of the State Co-operative Council which fairly represents farmer sentiment in the State. It is good and needed legislation, and should be approved.—Floyd Oles, mgr. Pacific Northwest Feed Ass'n.

Texas Feed Manufacturers Convene

In a lively one-day annual convention at the Baker hotel, Dallas, Feb. 20, the Texas Feed Manufacturers Ass'n listened to addresses on major feed problems.

PRES. GAYLORD J. STONE, Fort Worth, presided. Wiley Akins welcomed the delegates.

R. T. BAKER, Fort Worth, reviewed the traffic problems of feed manufacturers and suggested some solutions.

R. M. FIELD, Chicago, executive vice-pres. of the American Feed Manufacturers Ass'n, told of state and national legislation and briefly reviewed manufacturing costs.

E. P. JERRY MacNICOL, Memphis, Tenn., brought a message from the Southern Mixed Feed Manufacturers Ass'n, of which he is sec'y.

Dr. A. R. Kemmerer, assistant chemist at the Texas Agricultural Experiment Station, has been studying vitamins, and told the delegates about the latest discoveries on this subject.

P. A. Moore, Houston, inspector for the Feed Control Service, reflected some of his experiences in contacting manufacturers.

JOE S. MORRIS, Amarillo, led the open forum wherein the delegates discussed bookings and guaranties against declines; "Where did my profits go?", and the problem of dealing with merchant truckers, and meeting the competition of this class of tradesman.

Election of officers placed for the ensuing year:

Pres., Chas. P. Shearn, Houston; vice pres., Ben E. Schmidt, Seguin, and sec'y Mr. Walsh of Fort Worth, Tex.

Iowa's Feed Credit Plan

Procedure in credit extension to livestock feeders under the plan adopted by the Independent Feed Dealers Ass'n, when it organized the Independent Feed Dealers Finance Corp. at Des Moines, Ia., last month, is substantially as follows, explains Sec'y Geo. A. Schaaf:

Credit may be extended to farmer or feeder customers by members of the ass'n for a period of not to exceed 6 months, at a credit charge of 6% of the total amount of the purchase.

A farmer seeking credit must fill out a credit application and sign a note (supplied by the ass'n) for the amount of his purchase, the note constituting a chattel mortgage against the cattle or other livestock to be fed, and/or such other property as the farmer may designate. The farmer's wife is not required to sign the note, and no discrimination exists between landowners and tenants.

The member dealer endorses the note and forwards it immediately to his ass'n office. The ass'n finance corporation endorses the note and deposits it with a cooperating bank.

Assuming a note for \$106, including credit charge, the bank credits the finance corporation with \$101, keeping \$5 for interest and registration of the mortgage, and collection expense.

The finance corporation sends immediately to the dealer its check for \$95, retaining \$1 for expense and \$5 for a sinking fund against possible losses.

The bank and the finance corporation group the loans into blocks of \$50,000 or more. When all notes in a block or series of blocks are paid the finance corporation returns to the member dealer the amount of the sinking fund applying to that block or series.

Said Sec'y Schaaf: "The new plan enables the feed dealer to keep his capital working constantly in his business, and relieves him of collection problems.

"The man who falls behind in his payments on an automobile may get mad at the finance company, but he never blames the dealer. It is a valuable asset to a feed dealer to have his collections handled by an outsider."

Japanese importers recently resold 15,000 tons of Pacific Northwest wheat that the maritime strike held up since November, and have 15,000 tons more to dispose of, getting the grain cheaper in Argentina. This will help producers of the Pacific Northwest.

Feed Prices

The following table shows the closing bid price each week for May futures of standard bran and gray shorts, spot cottonseed meal, soybean oil meal and No. 1 fine ground alfalfa meal, in dollars per ton and No. 2 yellow corn and No. 2 yellow soybeans in cents per bushel:

| | | Minneapolis Spot | | Kansas City | |
|--------------|-------|------------------|--------|-------------|--------|
| | | Bran | Midds. | Bran | Shorts |
| Dec. 12..... | 33.00 | 34.00 | 25.65 | 32.15 | |
| Dec. 19..... | 32.50 | 33.00 | 26.25 | 32.75 | |
| Dec. 26..... | 32.00 | 32.50 | 25.85 | 32.80 | |
| Dec. 31..... | 31.75 | 32.00 | 26.35 | 32.75 | |
| Jan. 9..... | 34.00 | 34.00 | 27.55 | 33.50 | |
| Jan. 16..... | 35.00 | 35.00 | 26.25 | 33.60 | |
| Jan. 23..... | 34.50 | 34.50 | 25.25 | 32.60 | |
| Jan. 30..... | 33.00 | 33.00 | 24.50 | 32.00 | |
| Feb. 6..... | 32.50 | 32.75 | 24.75 | 32.15 | |
| Feb. 13..... | 32.00 | 32.00 | 24.00 | 31.50 | |
| Feb. 20..... | 30.50 | 32.50 | ..... | 30.50 | |

| | | St. Louis | | Chicago Soy- | |
|--------------|-------|-----------|--------|--------------|------|
| | | Bran | Shorts | Beans | Meal |
| Dec. 12..... | 27.85 | 24.00 | 144 | 41.40 | |
| Dec. 19..... | 28.25 | 34.00 | 157 | 42.40 | |
| Dec. 26..... | 28.00 | 34.00 | 152 | 42.00 | |
| Dec. 31..... | 28.35 | 34.35 | 155 | 42.90 | |
| Jan. 9..... | 29.25 | 35.10 | 161½ | 42.90 | |
| Jan. 16..... | 28.50 | 34.50 | 161 | 42.40 | |
| Jan. 23..... | 27.25 | 33.50 | 159½ | 42.40 | |
| Jan. 30..... | 27.50 | 33.25 | 159¾ | 42.20 | |
| Feb. 6..... | 27.40 | 33.75 | ... | 43.00 | |
| Feb. 13..... | 26.20 | 33.25 | ... | 42.40 | |
| Feb. 20..... | 25.50 | 32.40 | 159¾ | 41.20 | |

| | | Kansas City | | Chicago | |
|--------------|-------|-------------|---------|---------|--|
| | | Alfalfa | Alfalfa | Corn | |
| Dec. 12..... | 37.00 | 34.50 | 24.00 | 112 | |
| Dec. 19..... | 38.00 | 34.50 | 24.00 | 111 | |
| Dec. 26..... | 38.00 | 34.15 | 24.00 | 110½ | |
| Dec. 31..... | 38.00 | 35.00 | 24.00 | 112 | |
| Jan. 9..... | 38.00 | 35.00 | 24.00 | 113½ | |
| Jan. 16..... | 38.00 | 35.25 | 24.50 | 113½ | |
| Jan. 23..... | 38.00 | 35.00 | 24.50 | 112 | |
| Jan. 30..... | 40.00 | 34.00 | 24.50 | 111¾ | |
| Feb. 6..... | 41.85 | 34.00 | 24.50 | 113¾ | |
| Feb. 13..... | 42.00 | 35.00 | 23.00 | 115¼ | |
| Feb. 20..... | ..... | 33.50 | 24.50 | 112¾ | |



SIDNEY

KWIK-MIX FEED MIXER

A Perfect Batch In Every Mix

HEAVY CONSTRUCTION

QUIET OPERATION

FAST MIXING

Write for Details

ALSO

TRUCK DUMPS — FEED GRINDERS

MANLIFTS

CORN SHELLERS—CRUSHERS—CLEANERS

The Sidney Grain Machinery Co.

Sidney, Ohio

Poultry Feeds and Feeding

Drug Products seized by the government during December included Spratt's Roupine Liquid Roup Treatment, and "Vicine" for poultry.

The **National Poultry Improvement Plan**, an optional program offered by the U. S. Department of Agriculture to poultry producers and raisers of farm flocks, thru state agencies, makes a virtue of uniformity as well as quality in eggs and meat, and sets up breeding standards for members to follow. Sanitation is a prime requisite to membership and inspections.

Chicago's Downtown Chicken Ranch

Almost within an egg-roll of Chicago's famed "loop" a modern poultry "ranch" garners fancy eggs from industrialized hens for Chicago breakfasts.

The McAvoy Vitaminized Egg Co.'s six-story concrete building at 19 West 26th St. is well within sight of the "loop's" skyscrapers. In it modern science and practical knowledge of hens have combined to house 8,000 hens (7,500 of them white leghorns). The hens have no range on which to scratch and hunt for bugs. Each is housed in an individual cage, a part of a battery housing from 86 to 90 or more in tiers three or four cages high. The metal cages are easily cleaned and prevent the spread of vermin.

At the front of each cage is an individual monthly egg laying record card. The 8,000 birds are expected to lay 4,000 eggs a day. If one of them slips very far behind in producing an egg every other day, off comes her head and she becomes an ingredient in chicken stew.

Superintendent Herbert H. Bond, an English farmer from Cornwall, who came to United States in 1913, attends the production end of the "ranch" aided by his 17-year-old daughter, Virginia. Says Bond: "Chickens like music. We keep our chickens contented by feeding them right and by turning on the radio. Under its influence they lay better."

Soybean Varieties for Hay

Wilson-5 soybean is a variety selected from Wilson, and differs from the parental type principally in having much smaller seeds, thereby reducing seed costs per acre. Wilson-5 has small black seeds, about 320,000 to the bushel. The plants have slender stems but grow erect, tending to vine somewhat when grown with Sudan grass. The variety requires approximately 120 days for maturing seed, but is ready to be cut for hay in 90 days from the date of planting. Wilson-5 not only responds to fertile soils, but it also has the reputation of making satisfactory growth on soils of lower fertility.

The **Harbinsoy** variety of soybeans was introduced from Harbin, China, by the U. S. Department of Agriculture. The seeds are straw yellow and rather small in size, numbering about 203,000 to the bushel. The plants are stout, erect, and leafy, tips twining, maturing seed slightly earlier than Wilson-5, but ready to be cut for hay in 90 days. The variety is reported to succeed on relatively poor soil as well as on fertile soil.

Peking is recommended to growers when seed supplies of Wilson-5 and Harbinsoy soybeans are inadequate. Peking has slender, erect plants, its small black seeds numbering 332,000 to the bushel, and requires 120 days for ripening seed but may be cut for hay in 90 days. Peking is identical with the variety called **Sable**. It was introduced from Peking, China, in 1907.

Vitamin D in Wool Grease

Prof. Lester Yoder, researcher in the animal chemistry and nutrition department at Iowa State College, Ames, has developed a method for chemically producing vitamin D from wool grease. Says Dr. H. B. Thomas, head of the department, the wool grease product is more efficient than cod liver oil for building bone tissue in chicks.

Altho vitamin D is also found in soy bean oil and corn oil, wool grease, a by-product of the textile mills, is the cheapest source for commercial production. About eight pounds of grease is extracted from 50 pounds of wool.

Milk for Starting Chicks

By ROY E. ROBERTS, of Purdue

In addition to good quality proteins and some minerals, milk also supplies vitamins, especially vitamin G, which is necessary for the growth of the birds, and at the same time milk prevents nutritional paralysis, which may develop in chicks, when three to six weeks of age. While milk is apparently not so essential for hens as for chicks, it is valuable as a supplement to the laying ration.

When liquid buttermilk or liquid skim milk is given to chicks as the only drink, the rate of growth will be more rapid if five to ten per cent of meat and bone scraps are included in the ration. There is no advantage, however, in using more than 10 per cent of meat scraps. Trials with laying pullets have shown that rations of whole grains with milk as the only drink give good egg production. Nothing is gained in feeding a mash of grains and grain by-products unless the mash contains some meat scraps. Since milk consumption varies it seems advisable to include from one-fourth to one-half the customary amount of meat scraps in the laying mash.

Chick starting rations containing five per cent of dried milk and 15 per cent of meat scraps have given just as rapid growth as rations containing more dried milk and less meat scraps. Dried skim milk and dried buttermilk are practically equal in feeding value. Dried milk and dried whey have given similar results when fed at the same protein level.

Dried Grass in Britain

Dried grass could replace concentrates in the rations of dairy cows. At the Rowett Institute 10 lbs. of dried grass had been found more effective for sustaining milk yield than had 15 lbs. swedes, 4 lbs. straw and 4 lbs. concentrates. In Cheshire a herd had been wintered on dried grass, and similar results had been obtained in America.

The naked eye could tell that milk from cows getting dried grass was of a better color than that from cows without it. It was surprising, however, to find that in the case of cows at pasture in August a supplement of dried grass had resulted in a deeper-colored milk.

Poultry Feed Costs

The relation of feed costs to egg prices from August, 1936, to the end of the year has followed rather closely the same course that was taken after the 1934 drouth. In both years the feed-egg ratio was unfavorable to heavy feeding largely because of scarcity of feed and high feed prices.

In January, however, the feed situation departed markedly from its 1934-35 parallel. Mild temperatures over many producing areas have stimulated egg production to unusually high levels for this time of year so that egg prices have fallen by more than the average seasonal decline. Therefore, in addition to high feed costs, relatively low egg prices are causing an exceptionally high feed-egg ratio; in other words, an exceptionally large number of eggs is required to buy 100 pounds of poultry ration.—U. S. D. A.

KELLY DUPLEX MILL MACHINERY



New 1937 Model
Feed Mixer

With Latest Improve-
ments at a New Low
Price.

Write for details.

Everything
for Mill and Elevator

The Duplex Mill & Mfg. Co.

Springfield, Ohio

Practical Poultry Farming

By L. M. Hurd

This revised and enlarged edition is right up-to-date and contains all important discoveries in poultry raising made in recent years.

The book contains the latest information on feeding, a complete discussion of the new vitamin G, practical information on the two-story poultry house and heating, disinfecting incubators, battery brooding, and raising chicks on screened platforms, and the latest discoveries in treating pests and diseases, including Leukemia, and the newest information on disinfecting houses. This edition also describes the new methods of feeding turkeys.

Printed on enamel book paper from large type and well bound in cloth. 480 pages, 33 chapters, and 200 engravings. Weight 2 lbs. Price \$2.50 plus postage.

Grain & Feed Journals

Consolidated

332 S. La Salle St.

Chicago, Ill.



Corn Gluten Feed, Corn Oil Cake Meal,
Brewers' Dried Grains Malt Sprouts
ANHEUSER-BUSCH ST. LOUIS

Importance of Vitamins in Feeding Poultry

By L. C. NORRIS and G. F. HEUSER, of Cornell College

The discovery of vitamins has been of practical importance to poultrymen, as it is now possible to rear chicks at any time of the year regardless of climatic conditions and to keep laying hens in confinement without apparent loss of health and vitality. This has led to a complete reorganization of the poultry industry based on the earlier hatching of chicks and the year-round confinement of laying hens.

Vitamins are essential to growth, reproduction and the maintenance of health. Formerly, the only method of distinguishing the different vitamins was to observe the effect of rations deficient in one of these nutritive factors on rats, guinea pigs, pigeons, chickens, and other animals. Recently, however, several of the vitamins have been isolated by chemical means, and these vitamins now can be distinguished by chemical and physical characteristics as well as by biological effects.

Six different vitamins are recognized. These have been named vitamins A, B, C, D, E and G. The existence of other vitamins is strongly suspected, as several investigators have reported the presence of substances in feed-stuffs which are vitamin-like in nature and possess characteristics that fail to correspond to those of the known vitamins.

One of these is required to prevent the development of "nutritional paralysis," a curious paralysis involving the legs and feet of chicks.

Another, designated *vitamin B₁*, is required to prevent an ailment analogous to that called the *crazy chick disease* by poultrymen.

Still another one, called *vitamin K*, has been shown to be necessary to prevent a condition in chickens characterized chiefly by large hemorrhages under the skin and in the muscles.

Whenever there is a prolonged deficiency of one of the vitamins in the food of animals, a nutritional-deficiency disease usually develops. The symptoms of each disease are characteristic so that an experienced observer has little difficulty in recognizing them.

IN VITAMIN-A DEFICIENCY the secretions of the tear glands, the salivary glands, and the mucous glands of the intestinal tract dry up. Certain tissues, such as the margins of the eyelids, become granular. Infection may set in and, where it attacks the eyes, a viscous

fluid is produced which causes the eyelids to stick together. In some animals a white film gathers over the center of the eyeball and blindness results. When these symptoms occur, the disease is generally called *xerophthalmia*.

This disease in poultry is often accompanied by creamy white pustules in the roof of the mouth and along the esophagus. Excess urates may be deposited in the kidneys so that these organs enlarge and appear grayish-white in color. The disease is sometimes referred to as *nutritional roup* because of its similar appearance to roup due to other things. Afflicted birds walk in a peculiar weaving or zig-zag manner, and finally are unable to stand. After this, death soon occurs. A chick affected with *xerophthalmia* is shown in the engraving.

Vitamin A is present in fairly large amounts in yellow corn. The results of research work indicate that chicks fed a ration containing 25 per cent of yellow corn develop satisfactorily up to maturity, and that laying hens fed a ration containing from 40 to 50 per cent of yellow corn do well for quite long periods of time without revealing a need for added vitamin A. However, until more research work is done, the possibility must be kept in mind that, if layers are restricted to 40 to 50 per cent of yellow corn thruout their entire life cycle, the amount of vitamin A supplied may be borderline. When from 5 to 7.5 per cent of bright green, fragrant alfalfa meal is added to poultry mashes, the danger of supplying a borderline quantity of vitamin A is removed, as alfalfa meal of this character is also a good source of vitamin A. Still another practice, that of using fish oils potent in vitamin A in poultry mashes, has brought about an increase in the vitamin-A content of the poultry ration.

Other good sources of vitamin A are succulent green feeds, such as alfalfa, clover, and mixed grasses. Poultry ranging upon pasturage of this character will never suffer from vitamin-A deficiency. But, in periods of drouth when the range dries up, this source of vitamin A may be destroyed. Since cheap and excellent sources of vitamin A are available for feeding poultry, under ordinary circumstances vitamin-A deficiency should never be experienced. —Cornell Extension Bulletin 348.

Advertises Feeds

The Nassau Farmers Elevator Co., Nassau, Minn., cleverly uses a mimeograph to advertise its merchandise and foster business. A single sheet mimeographed on both sides, is headed the "Nassau-Minkotan," carries two typewritten columns, and is freely illustrated with attractive drawings pertinent to the subject.

An example is the comic of a shirt-sleeved man balancing a tremendous bulky bag on his nose, labeled "Budget." Says the comment: "Budget balancing is a real job. Another just as hard is to make a flock of hens pay for their feed. From the results obtained by other feeders we know that . . . 18% egg mash will keep hens laying and help you to make the most profit. It has the proteins and minerals that make the egg and the vitamins necessary to obtain high production."

A space headed "Nassau Grain Market" carries prizes offered for various grains of specified qualities and comments: "Grain markets have worked lower due to poor demand and increased offerings from Argentina. Should European buying continue prices should work back because supplies in this country are the lowest in many years."

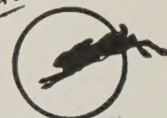
Interspersed here and there are comments like: "Tha hardest job for a dictator is to keep his people half crazy."

CHECK
YOUR
FORMULAS
with
Laboratory
Analyses

Protein, Fat, and Fibre
—Feed or Grain—
Analyzed at
Reasonable Rates
Runyon Testing Laboratories
1106 Board of Trade Chicago, Illinois
"Runyon Analyses Help Sell Feeds"

Triple XXX
Alfalfa
Meal

Use more of it—it's healthful



THE DENVER ALFALFA
MILLING & PRODUCTS CO.

Merchants Exchange
ST. LOUIS

LAMAR, COLO.

Poultry Production

by Lippincott and Card

(5th Edition—Revised)

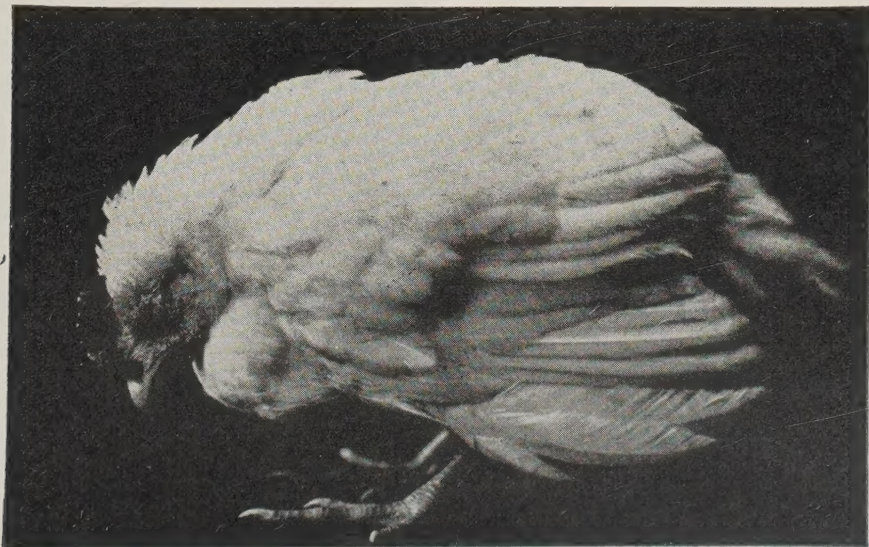
Every elevator that grinds and mixes poultry feeds needs this new, quick-reference volume, devoted to practical management of poultry enterprises. Prepared by noted authorities, it includes 238 illustrations. Considers culling, prevention and cure of diseases, incubation, brooding, housing, ventilation, etc., and gives 63 pages to selection and compounding of feeds, to feeding methods and the nutrient requirements of poultry.

Bound in cloth, 723 pages, fully cross indexed. Weight 4 lbs. Price, \$4.00, plus postage.

Grain & Feed Journals
Consolidated

332 S. La Salle St.

Chicago, Ill.



Chick Afflicted with Xerophthalmia.

Utah Feed Dealers Meet

The Utah Retail Feed Dealers Ass'n held its annual meeting Feb. 8 at Ogden, Utah, with about 30 present, who elected Harry Richardson of Ogden president, Walter Bryson of Murray, vice pres.; S. H. Saunders of Murray, sec'y-treas.; Grant Maxfield, Salt Lake City; Claire Rasmussen, Ogden, and Geo. Boscovitch, of Midvale, directors, for the ensuing year.

Feed Meetings in California

Close to six hundred feed men met with Mr. L. M. Jeffers of the State Bureau of Field Crops in eighteen meetings just concluded, that averaged thirty or so each session. Besides Feed Law matters, general association work, retail resolutions were discussed when time permitted.

Mr. Jeffers spent from an hour and a half up to three hours at each meeting in give and take discussion on his proposed regulations and definitions. The trade appreciated having a state official so thoroughly cover the ground by personal contact. Dealers met in Tulare, Marysville, Sacramento, Petaluma, Santa Cruz, San Jose, Hayward, San Francisco, Modesto, San Gabriel, Ontario, San Bernardino, North Hollywood, Santa Ana, San Diego, Los Angeles, Ventura, and San Luis Obispo, Cal.

At Los Angeles the only real united opposition developed against any rulings; namely, the proposed standards and definitions for choice and standard grades of ground or rolled barley. This meeting took the position that the Department has gone far enough when it has enforced chemical analysis and proper tagging of either barley or alfalfa products. Apparently, this would be a question for barley processors, the general trade, and the consumers to decide, with the feed law department having the last word.

Besides the comprehensive list of mimeographed proposals, some interesting suggestions came from dealers; such as having standard bag weights covered; requesting a definition in the Feed Law for various types of license holders, particularly retailers; distinguishing by regulations between imported and domestic origin on certain concentrates; further ruling on over counter small package sales where tag and net weight is not required; possibility of showing on the tag whether scratch feeds contained field run or recleaned grain; whether filing of mash formulas with the Department would stabilize unnatural competitive quotations on like protein mashes; etc.

Adulterations and Misbrandings

Temple Cotton Oil Co., Little Rock, Ark., was fined \$25 for shipment of a number of sacks of cottonseed meal and cake that contained less than the labeled 43% protein, from Arkansas into Kansas about June 11 and July 15, 1935.

Southland Cotton Oil Co., Waxahachie, Tex., was fined \$150 for shipment of several sacks of cottonseed meal, cake, and screenings from Texas into Kansas about September 10 and October 24, 1935, alleged to be misbranded for failure to contain the 43% protein assured by the labels.

Feeders Supply & Manufacturing Co., Kansas City, Mo., was fined \$100 for shipment of pebble-sized cottonseed cake and meal from Kansas City, Mo., into Kansas, on or about June 8, 1935, which was alleged to be misbranded because it did not contain the 43% protein borne on the labels.

Extending Credit

When it comes to extending credit grain and feed dealers are generally recognized as easy marks, who depend upon their prejudices, a sometimes sketchy knowledge of the credit applicant, and a great deal upon luck. A good story will often arouse sympathies in the heart of a grain dealer that break down all his good resolutions and cause him to assume unwarranted risk by extending credit in the face of better judgment.

A man who cannot pay is as bad a risk as a man who will not pay. Yet enough of the long shot credit risks assumed by grain and feed dealers arrive at a successful conclusion that the practice of extending credit simply on a man's promise to pay is fostered and continued.

The embarrassment and the fear of trade repercussions that accompany refusal of credit are among the important factors leading to unwarranted extension of credit. One tactful way of dealing with this problem is to have a "credit file," and cards having spaces for the following information:

Name..... Married..... Age.....
Residence.....
How long there..... Phone No.....
Previous address.....
Occupation..... Employer.....
Business address..... Business Phone.....
Length of service with above employer.....
Monthly salary.....
List of trade references with whom you have dealt.....
Name of bank where account is carried.....
Location of real estate owned.....
In whose name is title?.....
Relative of husband.....
Relative of wife.....

Filling out one of these credit cards discourages the poor credit risk. At the same time, should credit be extended, the completed form has a psychological effect that encourages prompt payment.

An individual form suitable for recording the

| | |
|---------------------------------------|---------------------------------------|
| Name of concern..... | Address..... |
| Name of officers or partners..... | |
| Date business started..... | |
| Assets | Liabilities |
| Cash on hand and in bank..... | Notes and accounts payable..... |
| Notes and accounts receivable..... | Loans payable..... |
| Merchandise..... | Accrued or unpaid wages or taxes..... |
| Real estate and buildings..... | Accrued or unpaid rent..... |
| Machinery, fixtures, equipment..... | Net worth of business..... |
| Other assets..... | Capital stock..... |
| | Surplus..... |
| Net sales from..... | to..... \$..... |
| Mortgages or liens upon property..... | |
| Trade references..... | |

credit of a townsman may not be suitable for a farmer who is assumed to operate on a business basis. For this class of trade a form similar to that used by the banks when loans are made is more satisfactory:

The cards bearing the business credit forms can be kept conveniently in the same box with those covering personal credits. Both forms will give checkable information that will at least help collect accounts should good judgment in the extension of credit prove unjustified.

Fires in Flooded Hay

Reports of haymow fires in the Ohio valley flood area are coming in as waters recede.

Hot hay should not be uncovered or removed without first wetting it thoroughly, otherwise when it is exposed to the air it is likely to burst into flame.

Usually the internal temperature of the hay can be taken by driving a sharp-pointed pipe down into it, and lowering a thermometer inside the pipe and leaving it there about 20 minutes. The reading should be made quickly when the thermometer is removed.

The ignition temperature of alfalfa hay is around 390 degrees F. There is no experimental evidence, however, that such a high temperature is required for the outbreak of a fire. If the temperature climbs to 185 degrees F., it is definitely reaching a point of danger which warrants stopping all ventilation, and removing the hay from the barn, although, if left undisturbed, it might cool eventually.

Five suits by the Cudahy Packing Co., and others, to recover processing taxes, were recently dismissed by Judge Wilkerson at Chicago.

YOUR CUSTOMER

Give him a complete service and you'll get ALL his business

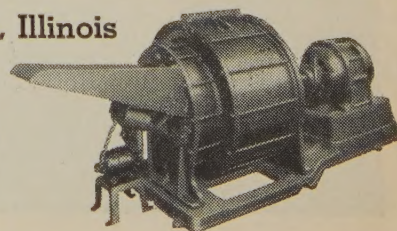
Blue Streak Custom Grinding is the one service which brings your customers in often. The steady demand for ground feed makes frequent trips to your mill necessary. Frequent trips mean frequent purchases, not only of grinding, but of everything you sell. It's good business to make your mill headquarters for everything your customers need. There's no better way to do this than to install a modern Blue Streak Grinder, the year-ahead mill which uses the exclusive Triple Reduction Process, saves power, increases profit. Write today for information on this money-making mill.

PRATER PULVERIZER CO.

1829 South 55th Avenue Chicago, Illinois

Blue Streak

**GRINDERS
CORN CUTTERS
PRATER MILLS**



Mineral Content of Soybeans

By PROF. J. W. HAYWARD

Soybeans contain 2 to 3 times as much ash as does wheat; 4 times as much potassium and sodium; 5 times as much magnesium; 2 times as much phosphorus, about the same amount of sulfur, but only 1/3 as much chlorine. As shown by the following table, soybeans are also richer than navy beans, lima beans and cowpeas in most of the mineral constituents.

Mineral Content of Various Grains

| | Soybeans | Wheat | Corn | Rye |
|------------|----------|-------|------|------|
| | Pct. | Pct. | Pct. | Pct. |
| Ash | 5.06 | 1.90 | 1.35 | 1.70 |
| Potassium | 1.91 | 0.47 | 0.35 | 0.45 |
| Sodium | 0.34 | 0.39 | 0.03 | 0.03 |
| Calcium | 0.21 | 0.43 | 0.01 | 0.05 |
| Magnesium | 0.22 | 0.13 | 0.11 | 0.13 |
| Phosphorus | 0.59 | 0.42 | 0.39 | 0.38 |
| Silicon | 0.40 | 0.20 | 0.15 | 0.17 |
| Chlorine | 0.02 | 0.02 | 0.06 | 0.02 |

In addition to the above constituents it is interesting to note that the soybean contains about .01% of iron which exists in a form largely available to the animal. Experiments conducted recently at the University of Wisconsin show the availability of iron in several foods as follows: Egg yolk, 100%; heart (pork), 86; heart (beef), 70; liver (pork), 66; liver (beef), 70; steak, 50; oysters, 25; blood, 10; soybeans, 80; navy beans, 60; canned peas, 80; oats, 57; wheat, 47; yeast, 47; apricots, 50; raisins (muskat), 60; parsley, 22; spinach, 20.

The most significant revelation in the above results is that soybeans, little thought of as a food source of iron, stands up near the top of the list; whereas, spinach and parsley, much advertised for their iron, are near the foot of the list in availability.

Good Attendance at Mutual Feed Meeting

Over 100 delegates attended the annual midwinter convention of the Mutual Millers & Feed Dealers Ass'n, held at Buffalo, N. Y., Feb. 12.

At the afternoon session they listened to Gordon E. Smith, Buffalo, describe "Old Rackets in New Dress."

Dr. A. Schwarzman, research chemist, who has traveled extensively in Russia, Poland, Germany and Italy, reviewed his impressions of foreign political philosophies.

Discussion on feed merchandising topics covered the remainder of the session.

A banquet in the evening was followed by an entertainment to bring the conven-

tion to a successful close.

The Ass'n will hold its midsummer meeting in Jamestown, N. Y.

Changes in Feed Control

Effective last Jan. 1 the following changes in feed control officials were made:

Canada: N. Young, seed commissioner, Department of Agriculture, Ottawa.

Colorado: Hon. Ben H. King, director of markets, Denver.

Georgia: Hon. Columbus Roberts, commissioner of agriculture, Atlanta.

Illinois: Edward F. Gerritty, superintendent of foods and dairies, Chicago.

New Mexico: R. L. Ludwick, deputy in charge, Feed and Fertilizer Control office, State college.

New Feed Trade Marks

National Retailer-Owned Grocers, Inc., Chicago, Ill., No. 385,532, "Roxey", for dog food.

Jas. E. Kehoe, Inc., Chicago, Ill., No. 382,271, "Vydemol," condensed buttermilk emulsion for animal and poultry feed.

The Carey Salt Co., Hutchinson, Kan., No. 386,721, drawing of a block of salt, with a circled "C" at the facing end, for block salt.

Maritime Milling Co., Inc., Buffalo, N. Y., No. 385,103, a dog's head, paws and a dish of food against a suitable background bearing the words "Hunt Club," for dog food.

New England Retail Grain Dealers Co-operative Ass'n, Springfield, Mass., No. 382,925, a map of the New England states, with "New England Yankee" in script across it, for poultry and livestock feeds.

Vita-Fresh Dog Food Corp., Long Island City, N. Y., No. 385,613, "Vita-Best, The Modern Balanced Dog Food, Contains vitamins A-B-D-E-G," associated with a drawing of a dog's head, for dog food.

A. A. Nixon & Co., Omaha, Neb., No. 385,988, an oval design with a circled drawing of a steer's head at one end, another of a hog's head at the other end, and "Linsoy" in shaded lettering, for livestock feeds.

Rossemeyer Bros., Superior, Neb., No. 381,392, a circular design bearing the words "Double" and "Brand," inclosing two facing "B"s, for poultry and livestock rations, including a 40% protein supplement hog feed, sweet feeds, and all mash rations.

Harrison M. Parker has lost his libel suit against the Chicago newspaper which described him as a "financial racketeer." This is the first time the law caught up with him, altho he has been accused of confidence games, swindling, conspiracy, and other crimes." He was one of the organizers of the Co-operative Society of America and of the National Society of Fruitvalers. The trial occupied 15 weeks before Judge Brothers in the Circuit Court at Chicago.

Truck Loads to Bushels 6,600—17,590

Direct Reduction Grain Tables

Reducing Weights to Bushels of 48 Pounds for Barley, Buckwheat and Hungarian Grass Seed

| Weight (Lbs.) | 48 lbs. | 56 lbs. | 60 lbs. | 70 lbs. |
|---------------|---------|---------|---------|---------|
| 6,600 | 137.5 | 125.0 | 116.7 | 95.0 |
| 6,700 | 139.6 | 126.9 | 118.5 | 96.7 |
| 6,800 | 141.7 | 128.8 | 120.4 | 98.3 |
| 6,900 | 143.8 | 130.7 | 122.2 | 100.0 |
| 7,000 | 145.8 | 132.6 | 124.1 | 101.7 |
| 7,100 | 147.9 | 134.5 | 125.9 | 103.3 |
| 7,200 | 149.9 | 136.4 | 127.8 | 105.0 |
| 7,300 | 152.0 | 138.3 | 129.6 | 106.7 |
| 7,400 | 154.0 | 140.2 | 131.5 | 108.3 |
| 7,500 | 156.1 | 142.1 | 133.3 | 110.0 |
| 7,600 | 158.1 | 144.0 | 135.2 | 111.7 |
| 7,700 | 160.2 | 145.9 | 137.0 | 113.3 |
| 7,800 | 162.2 | 147.8 | 138.9 | 115.0 |
| 7,900 | 164.3 | 149.7 | 140.7 | 116.7 |
| 8,000 | 166.3 | 151.6 | 142.6 | 118.3 |
| 8,100 | 168.4 | 153.5 | 144.4 | 120.0 |
| 8,200 | 170.4 | 155.4 | 146.3 | 121.7 |
| 8,300 | 172.5 | 157.3 | 148.1 | 123.3 |
| 8,400 | 174.5 | 159.2 | 150.0 | 125.0 |
| 8,500 | 176.6 | 161.1 | 151.9 | 126.7 |
| 8,600 | 178.6 | 163.0 | 153.7 | 128.3 |
| 8,700 | 180.7 | 164.9 | 155.6 | 130.0 |
| 8,800 | 182.7 | 166.8 | 157.4 | 131.7 |
| 8,900 | 184.8 | 168.7 | 159.3 | 133.3 |
| 9,000 | 186.8 | 170.6 | 161.2 | 135.0 |
| 9,100 | 188.9 | 172.5 | 163.0 | 136.7 |
| 9,200 | 190.9 | 174.4 | 164.9 | 138.3 |
| 9,300 | 193.0 | 176.3 | 166.7 | 140.0 |
| 9,400 | 195.0 | 178.2 | 168.6 | 141.7 |
| 9,500 | 197.1 | 180.1 | 170.4 | 143.3 |
| 9,600 | 199.1 | 182.0 | 172.3 | 145.0 |
| 9,700 | 201.2 | 183.9 | 174.1 | 146.7 |
| 9,800 | 203.2 | 185.8 | 176.0 | 148.3 |
| 9,900 | 205.3 | 187.7 | 177.8 | 150.0 |
| 10,000 | 207.3 | 189.6 | 179.7 | 151.7 |
| 10,100 | 209.4 | 191.5 | 181.5 | 153.3 |
| 10,200 | 211.4 | 193.4 | 183.4 | 155.0 |
| 10,300 | 213.5 | 195.3 | 185.2 | 156.7 |
| 10,400 | 215.5 | 197.2 | 187.1 | 158.3 |
| 10,500 | 217.6 | 199.1 | 188.9 | 160.0 |
| 10,600 | 219.6 | 201.0 | 190.8 | 161.7 |
| 10,700 | 221.7 | 202.9 | 192.6 | 163.3 |
| 10,800 | 223.7 | 204.8 | 194.5 | 165.0 |
| 10,900 | 225.8 | 206.7 | 196.3 | 166.7 |
| 11,000 | 227.8 | 208.6 | 198.2 | 168.3 |
| 11,100 | 229.9 | 210.5 | 200.0 | 170.0 |
| 11,200 | 231.9 | 212.4 | 201.9 | 171.7 |
| 11,300 | 234.0 | 214.3 | 203.7 | 173.3 |
| 11,400 | 236.0 | 216.2 | 205.6 | 175.0 |
| 11,500 | 238.1 | 218.1 | 207.4 | 176.7 |
| 11,600 | 240.1 | 220.0 | 209.3 | 178.3 |
| 11,700 | 242.2 | 221.9 | 211.1 | 180.0 |
| 11,800 | 244.2 | 223.8 | 213.0 | 181.7 |
| 11,900 | 246.3 | 225.7 | 214.8 | 183.3 |
| 12,000 | 248.3 | 227.6 | 216.7 | 185.0 |
| 12,100 | 250.4 | 229.5 | 218.5 | 186.7 |
| 12,200 | 252.4 | 231.4 | 220.4 | 188.3 |
| 12,300 | 254.5 | 233.3 | 222.2 | 190.0 |
| 12,400 | 256.5 | 235.2 | 224.1 | 191.7 |
| 12,500 | 258.6 | 237.1 | 225.9 | 193.3 |
| 12,600 | 260.6 | 239.0 | 227.8 | 195.0 |
| 12,700 | 262.7 | 240.9 | 229.6 | 196.7 |
| 12,800 | 264.7 | 242.8 | 231.5 | 198.3 |
| 12,900 | 266.8 | 244.7 | 233.3 | 200.0 |
| 13,000 | 268.8 | 246.6 | 235.2 | 201.7 |
| 13,100 | 270.9 | 248.5 | 237.0 | 203.3 |
| 13,200 | 272.9 | 250.4 | 238.9 | 205.0 |
| 13,300 | 275.0 | 252.3 | 240.7 | 206.7 |
| 13,400 | 277.0 | 254.2 | 242.6 | 208.3 |
| 13,500 | 279.1 | 256.1 | 244.4 | 210.0 |
| 13,600 | 281.1 | 258.0 | 246.3 | 211.7 |
| 13,700 | 283.2 | 259.9 | 248.1 | 213.3 |
| 13,800 | 285.2 | 261.8 | 250.0 | 215.0 |
| 13,900 | 287.3 | 263.7 | 251.9 | 216.7 |
| 14,000 | 289.3 | 265.6 | 253.7 | 218.3 |
| 14,100 | 291.4 | 267.5 | 255.6 | 220.0 |
| 14,200 | 293.4 | 269.4 | 257.4 | 221.7 |
| 14,300 | 295.5 | 271.3 | 259.3 | 223.3 |
| 14,400 | 297.5 | 273.2 | 261.1 | 225.0 |
| 14,500 | 299.6 | 275.1 | 263.0 | 226.7 |
| 14,600 | 301.6 | 277.0 | 264.8 | 228.3 |
| 14,700 | 303.7 | 278.9 | 266.7 | 230.0 |
| 14,800 | 305.7 | 280.8 | 268.5 | 231.7 |
| 14,900 | 307.8 | 282.7 | 270.4 | 233.3 |
| 15,000 | 309.8 | 284.6 | 272.2 | 235.0 |
| 15,100 | 311.9 | 286.5 | 274.1 | 236.7 |
| 15,200 | 313.9 | 288.4 | 275.9 | 238.3 |
| 15,300 | 316.0 | 290.3 | 277.8 | 240.0 |
| 15,400 | 318.0 | 292.2 | 279.6 | 241.7 |
| 15,500 | 320.1 | 294.1 | 281.5 | 243.3 |
| 15,600 | 322.1 | 296.0 | 283.3 | 245.0 |
| 15,700 | 324.2 | 297.9 | 285.2 | 246.7 |
| 15,800 | 326.2 | 299.8 | 287.0 | 248.3 |
| 15,900 | 328.3 | 301.7 | 288.9 | 250.0 |
| 16,000 | 330.3 | 303.6 | 290.7 | 251.7 |
| 16,100 | 332.4 | 305.5 | 292.6 | 253.3 |
| 16,200 | 334.4 | 307.4 | 294.4 | 255.0 |
| 16,300 | 336.5 | 309.3 | 296.3 | 256.7 |
| 16,400 | 338.5 | 311.2 | 298.1 | 258.3 |
| 16,500 | 340.6 | 313.1 | 300.0 | 260.0 |
| 16,600 | 342.6 | 315.0 | 301.9 | 261.7 |
| 16,700 | 344.7 | 316.9 | 303.7 | 263.3 |
| 16,800 | 346.7 | 318.8 | 305.6 | 265.0 |
| 16,900 | 348.8 | 320.7 | 307.4 | 266.7 |
| 17,000 | 350.8 | 322.6 | 309.3 | 268.3 |
| 17,100 | 352.9 | 324.5 | 311.1 | 270.0 |
| 17,200 | 354.9 | 326.4 | 313.0 | 271.7 |
| 17,300 | 357.0 | 328.3 | 314.8 | 273.3 |
| 17,400 | 359.0 | 330.2 | 316.7 | 275.0 |
| 17,500 | 361.1 | 332.1 | 318.5 | 276.7 |

speed
with
accuracy

Improved highways are encouraging the delivery of larger and heavier loads of grain at country elevators, thereby increasing the opportunity for costly errors and emphasizing the need for greater care in reducing truck loads to bushels.

The elevator operator must handle incoming grain as rapidly as possible, and be able to give the hauler a scale ticket almost immediately. Because of hauler's hurry no time is available for figuring and rechecking. These tables do away with the necessity of reducing pounds to bushels and enable the buyer to handle heavy receipts without loss of time and without irritating customers who are waiting. Speed up your facilities for receiving large truck loads efficiently.

The four card set of Clark's Direct Reduction Grain Tables reduce any weight from 6,600 to 17,590 lbs. to bushels of 48, 56, 60 and 70 pounds by ten pound breaks. Size 10 3/4 x 12 3/4 inches. Printed from large clear face type on heavy six ply tough check, with marginal index and spiral wire bound across top. Weight 1 pound. Price \$1.00 plus postage. Order 4870 Spiral.

Grain & Feed Journals

Consolidated

Headquarters—Books for Grain Dealers

332 S. La Salle St.

Chicago, Ill.

This Grain Dump Scale Speeds Weighing

When the harvest rush comes, how fast can you take grain into your elevator?

No need to worry over this question, if you weigh with a HOWE Grain Dump Scale. HOWE Scales have proved their speed and accuracy in 80 years of dependable weighing service. Look for the following features that assure speedy, accurate weighing, with minimum upkeep expense:

Open Pit. No obstructions. Center of scale entirely open. Nothing interferes with dumping mechanism.

Accommodates any type of air life.

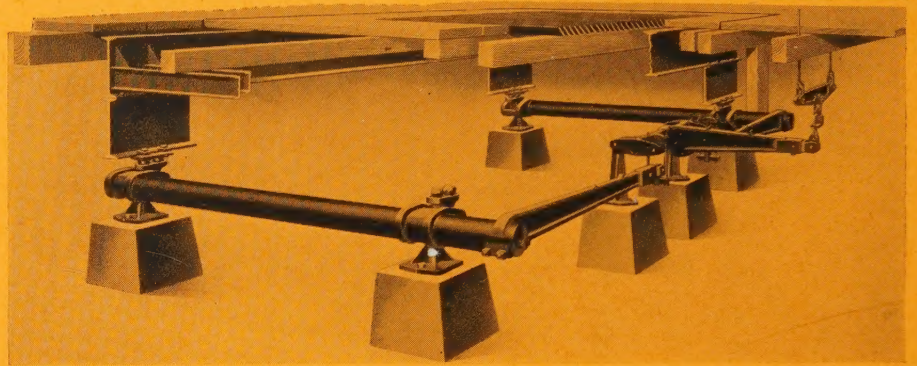
Long platform. Weighs all the load at once.

Efficient Lever System: Only three weighing levers. Easy to install, at minimum expense.

Adjustable Corner Stands. A distinctive HOWE feature. (Not shown in picture.)

Ball Bearings. Protect pivots and pivot bearings. Add to scale life and accuracy.

Easily Accommodates Heaviest and Longest Trucks and Trailers



Ask the HOWE salesman for further details, or write to The Howe Scale Company, Dept. J-2, Minneapolis, Chicago, St. Louis, Kansas City, Cleveland, Cincinnati, San Francisco, or Rutland, Vermont.

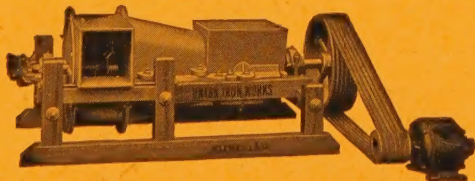
HOWE Scales

HOWE

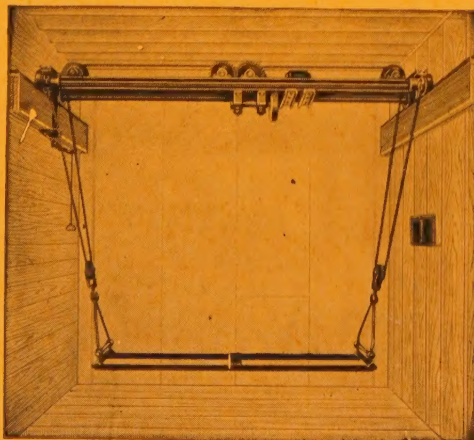
FAMOUS FIRST IN 1857

WESTERN

— GRAIN ELEVATOR EQUIPMENT —



Western Pitless Sheller with Cog Belt Drive



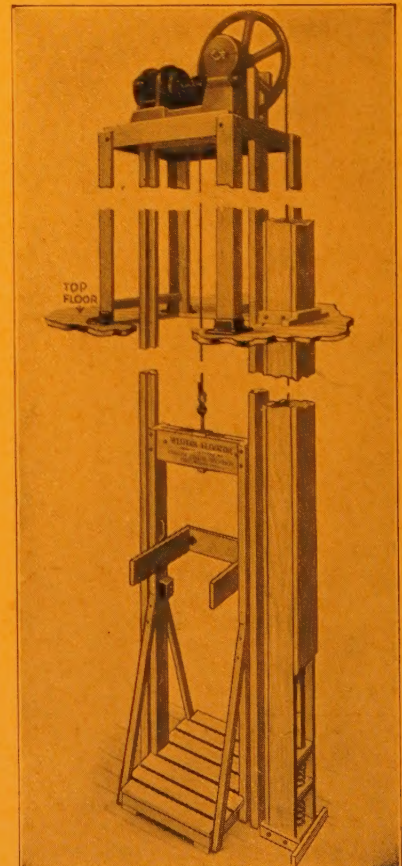
Overhead Electric Truck Dump

UNION IRON WORKS

NEW

The ELECTRIC MANLIFT takes its place alongside our Electric Truck Hoist and Motor Driven Corn Sheller.

Write us for complete information and prices.



DECATUR,
ILLINOIS